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RETIRED THEIR CONGRESS CHAMPION.

The dairymen and butter makers of Iowa had an indefatigable champion in Congressman Wade. He could be counted on to whack oleo over the head wherever it appeared, and to stand up for any old kind of butter grease. This was agreeable to the butter people, but when election day came partizanship counted more than gratitude. Wade was a Democrat and his championship of butter interests did not save him from being swept away in the general landslide. Though not now entitled to a seat in Congress, it would not be at all surprising if, as a compensation, he should turn up at Washington as a member of the dairy lobby this winter.

EXPORT PACKING AT DENVER.

The appearance of an agent in Denver last week, who was said to represent New York and English capitalists interested in export packing, was responsible for the report of the establishment there of a packing plant to be devoted chiefly to packing for export. It was stated that an offer had been made for the Western Packing Company's plant, that it had been refused, and that the promoters would build one of their own. Facilities for obtaining live stock and for convenient and healthful surroundings for packing were said to figure as advantages favoring the location at Denver. The matter of long freight haul was not touched upon.

RECIPROCITY WITH GERMANY.

Germany, official and commercial, views the triumphant election of President Roosevelt with the most apparent satisfaction. The Kaiser's cablegram of personal congratulation is said to signify the renewed feeling of goodwill in that country toward America. Important people in both official and trade circles there consider that the result of the election means the possibility of a reciprocity treaty between the two countries which shall end the vexing trade difficulties of the past few years. American meat men will welcome this sign of returning German trade sanity. It is, perhaps, more than a coincidence that this change of heart comes at a time when Germany is suffering from a serious deterioration and shortage of the home meat and food supply.

TANKAGE FOR JAPAN.

Advices from Chicago yesterday were that Swift & Company had received a very large order for raw tankage from Japan. The shipment will be made at once, and the mixing done and the commercial fertilizer prepared in Japan. This is the first large order of this sort to be filled in the Far East, and indicates that Japan will be an extensive buyer of American fertilizer material in the course of the development of her agricultural industries. Swift & Company have been devoting much attention in this direction, and are opening up a big trade in the East.

NO OLEO REHEARING IN IOWA.

The Supreme Court of the State of Iowa has denied a rehearing for the case of the state against the Armour Packing Company, involving the sale of colored oleomargarine in Des Moines. The court decided against the company and has now refused to reopen the case. This action follows the lead of the United States Supreme Court in putting the ban on oleo anywhere and everywhere. The Armour rehearing was asked for on the ground that the court had failed to give due weight to the laws of the State and the meaning of the Iowa statute. Iowa is a great dairy State, and the butter makers control many votes.

THE MEAT INVESTIGATION.

With the passing of election day the government investigation of livestock and packinghouse conditions ceases to be used as a political football, and can proceed on its merits. Agents of the Department of Commerce and Labor have been very active for months in digging out information concerning the industry, from the ranch and range to the retail butcher's meat block. The investigation was undertaken at the direction of Congress, and Commissioner Garfield's report must be submitted to that body, through the President, before it can become public property. Those lurid newspapers which pretend to have all sorts of inside information concerning the "discoveries" of the department investigators will continue to peddle it out for the misinformation of their readers. In the meantime Mr. Garfield and his associates are saying nothing except that they have done their best to carry out the directions of Congress.

COTTON OIL CASE IN SUPREME COURT.

The old case of the State of Texas against the National and the Southern Cotton Oil Companies was argued on appeal in the Supreme Court of the United States last week. The State officials long ago made charges under the peculiar Texas law against the companies for fixing the price of cotton seed, and the case has been carried to the highest court to determine the right of the State to interfere in the matter.

BIG SUIT AGAINST ARMOUR.

A suit for \$1,200,000 damages against J. Ogden Armour was entered in the Supreme Court of Massachusetts on Monday by James C. Melvin, of Boston; Jesse P. Lyman, of Ashby, Mass.; James D. Standish, of Detroit; Frank P. Comstock, of Providence, and Frank E. Vogel, of New York, and others, acting as trustees. The ground of the action, which is one of the largest ever entered in the State, does not appear, since counsel agreed not to file any declaration now.

According to advices from Armour headquarters at Chicago, the suit will be vigorously contested. Mr. Armour's attorney, A. R. Urion, is quoted as follows concerning the case: "The suit is the result of a purchase and sale transaction of more than a year ago," said Mr. Urion. "The purchase and sale of properties by Mr. Armour, which involved between \$80,000 and \$100,000, are now used as a basis of the suit for over \$1,000,000. As the whole properties were not worth more than \$100,000 at the time of the transaction, it is hard to conceive how the ademption can be claimed to the extent of \$1,000,000. However, it seems plausible that for purposes of advertisement a suit for \$1,000,000 against Mr. Armour would be a valuable thing, and we take that view of it.

"So far there has been no declaration filed, and we have no particular knowledge of the allegations. It is likely that it is much like the damage suits filed every day, where \$25,000 is asked and a settlement is made for \$200. The transaction was carried out in the regular order of business, and the claims of the petitioners are simply for damages resulting to them from the purchase and sale."

Details concerning the character of the suit were not given out, and the attorneys declined to discuss them.

THE REAL TEXAS FEVER

Texas is industrially wild. The rich soil and the inexhaustible resources of the big State, which have lain dormant for ages, are being rapidly developed. This development is so waking up the commercial and producing nerve of the people and the interests down there that the Texans themselves are amazed at the herculean character of the process. Land, farming and producing life generally lead, and to such an extent that everybody in Texas is a farmer or the son of a farmer, or claims to have farm interests, if one may judge by the public utterances of people down there at meetings.

It does not matter what the occasion is, or where the speakers talk stock, crops or boll weevil, bankers and merchants, even lawyers, doctors and preachers, are no exception. They all have the Texas development fever. Hog and hominy was the first economic cry of the South. Texas heard and joined in. Then she became pregnant with prosperity and has given birth to more enterprises than even the most optimistic citizen of the Lone Star State had hoped for in his wildest dreams.

Texas has 10,000,000 cattle and millions of hogs, sheep and horses for good measure. Her livestock alone are worth nearly \$700,-

000,000. Texas has a normal cotton crop of 3,000,000 bales. At last year's prices these were worth over \$150,000,000 for the lint alone. From this lint dropped 1,500,000 tons of seed, worth \$10 per ton at the gin, or \$15,000,000 for the lot. This made the cotton crop worth \$165,000,000. Texas has over \$200,000,000 worth of railroads of all kinds, besides trolley lines and equipment for the same. Texas has over 300 cottonseed oil mills and nearly \$100,000,000 invested in factories of other kinds. Texas is one of the greatest fruit, coal, lumber, grain and mining States in the nation. Texas is, possibly, the greatest natural petroleum field in this age in any country.

A hundred other things of a complimentary nature might be said about industrial Texas. Twenty-five years ago Texas was a comparative wilderness. To-day the State has multiplied her strength fourfold and no man can now even estimate what the possibilities of the great State will be a decade hence. Energy is alive everywhere. The rich, natural wealth of the Commonwealth is being brought to life, and everything feels it as by a magic touch. Texans are talking and doing. It is a great State, and is already a packinghouse center of the first importance.

WILEY'S COLD STORAGE TESTS.

Chief Chemist Wiley, of the United States Department of Agriculture, inaugurated his investigation of the effect of cold storage on foods this week. Congress directed him to make these tests and he has been preparing for them for some time. Though he cannot prosecute the investigation on as large a scale as he had planned, owing to lack of appropriation, he will do what is possible with the means at his disposal.

Dr. Wiley reorganized his so-called "poison squad" this week, and will feed them on cold storage food. A Washington advice says that among the samples of food to be investigated are a consignment of partridges, quail and beef which has been lying in the cold storage warehouses at West Point for two years. This meat, Dr. Wiley said, appeared to be in perfect condition, but possible deterioration in its nutritive value or digestibility could be ascertained only by the practical test to which it is proposed to subject it.

This year's experiments will also include tests of foods preserved with minute quantities of formaldehyde, dyed with coal tar preparations, and water disinfected with sulphate of copper. Of the twelve young men who compose this year's squad, five are medical students at Georgetown University. The class assembled for its first meal Thursday.

THE PORK SAUSAGE PARADOX.

The Pennsylvania Food and Dairy Department has begun a campaign against the sausage. This time it is a crusade against the local "brew" of pork sausages, and the fight opened in Pittsburg and Allegheny. Just what is impure in these links is not definitely stated. The chemist is now overhauling the pork wurst for a bill of complaint.

It seems that a pork sausage or so touched up a bilious stomach or two about there and the cry went up that all of the local sausages were poisonous delicacies. The food inspectors were set going. The people of Pittsburg raised such a fuss over the use of borax—the local butchers joining in—that this necessary agent in the healthful keeping of fresh pork sausages in the Summer time was evidently omitted.

The butchers tried to put up a link which would keep fresh without the use of borax. They found that this cannot be done, because the consumer will not eat them right off the stuffer. The consumer was the first to pay the penalty in stomach pains, and he kicked. He has had his friend, the local purveyor, arrested for selling degenerate sausages. The eater insists upon fresh sausages and no borax. The pork link of modern structure "cannot do it."

LOOKING FOR WAR FOOD.

The coming of winter has brought to this country the Russian and the Japanese commissary agent and the usual crop of inquiries from European and other foreign food brokers. Several orders have been placed with the big packers for canned and other cured meats. The Russian government agents are asking for dried meats to some extent. On account of the contraband question a lot of the stuff already sold has been consigned to foreign merchants. Even Chinese native firms are ordering. The goods already sent, however, go mainly to European firms in proximity to the seat of war. These shipments may be for resale to the belligerents or to supply the populations in the districts that have been ravaged by the contending armies.

Quite an amount of barreled beef is being sold on such accounts. Nearly every one of the big houses has filled orders for the

Orient. The impression in packinghouse circles is that both Russia and Japan will utilize the campaign quietude of the winter for hurrying food forward for their respective bases of supplies in Manchuria, so as to be ready for the prosecution of the war with vigor when the Spring opens. They do not expect large orders much before Christmas, though inquiries are more frequent and persistent from that quarter.

MARTIN BUYS MONTREAL PLANT.

The D. B. Martin Company, of Philadelphia, who operate as packers in Philadelphia, New York, Baltimore, Wilmington, Del., Boston, Montreal and Toronto, have purchased the property of the Montreal Abattoir Company, located on the line of the Canadian Pacific Railroad at Montreal. J. J. Martin of this company has just returned from a trip to the Canadian city, during which he concluded the negotiations. The company intend to enlarge the Montreal plant in all its branches, killing cattle, hogs and sheep, and will spend upward of a million dollars on the improvements, expecting to have one of the most up-to-date packing houses in the world.

The D. B. Martin Company have extended their fertilizer business in the last few years to a great extent, and it is now one of the largest in this department of the trade. This fertilizer feature will be largely developed in connection with the Canadian improvement.

DISTRIBUTION OF REFRIGERATION.

Next to electricity, refrigeration has become one of the most important features of the modern isolated steam plant. It is true many plants and factories run no other cooling apparatus than one or more exhaust fans, yet the number of plants in the country which have some kind of refrigerating or cooling apparatus is very large.

See page 48 for bargains.

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IT makes no difference how or where NORTHERN motors are placed, they operate anywhere in any position.

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FRANTIC TO REPEAL THE OLEO LAW.

There is an "organization," formed in New England and called the "oleomargarine association." It purports to be "organized to secure the repeal of the ten-cent-a-pound tax on colored oleomargarine." This association, it is claimed, was organized at Worcester, Mass., on August 20, of this year. The originators of the scheme frankly state that "the first duty of the association is to raise the fund." Then the promoters state that \$25 per head is the contribution. The hope was to have "every dealer in the country join the association and send the \$25 membership fee to the secretary."

The discount is made later on in the appeal for funds. Here it is: "If, however, the dealer feels that he cannot afford that amount of money, let him send what he can afford, the largest possible amount that he can spare, for there is no danger of obtaining too large a fund." "Do not delay in this matter," the frantic appeal goes on to say, "for the raising of the fund is the most important step. Without it nothing can be done, and unless the fund is obtained in a short time, it will be impossible to repeal the law at the coming session of Congress. Haste is necessary," etc.

This appeal has been spread broadcast among butterine makers and sellers. It is improbable that the number of oleomargarine dealers and retailers combined exceeds 10,000, and it is improbable that 1,000 of these would "fork up" the desired \$25. If they did, \$25,000 would hardly secure the repeal of the act of 1902, either by purchased or influenced votes.

Dealers Did Not Respond.

The fact that the response was not up to expectations is seen in the further appeal through a circular letter reducing the cost of membership to \$1 per head. If the whole 10,000 gave \$1 each, the amount would not buy or influence the repeal of the odious law. Possibly the trade did not take the same hopeful view of things as did President D. J.

THE KANSAS CITY PURCHASE.

The purchase of ten acres of land in Armourdale, southwest of the big Schwarzschild & Sulzberger plant, for a site for a new Kansas City packing plant, has set packing circles agog with curiosity. The land was sold by the Kaw Valley Townsite & Bridge Company to parties whose identity was not at first made public. It has been variously claimed that the purchase was for the new American Agricultural Packing Company, which T. W. Taliaferro and Fred Wilder are representing; the American Dressed Beef Company, another new enterprise said to have picked Kansas City as its location; and other new concerns said to be backed by the Ruddys or the Dolds or other prominent men in the meat industry. It is stated that the plant, whoever builds it, will cost at least two million dollars, and will mark another step in the advance which Kansas City has been lately making to the very front of the meat business of the country.

Dispatches from Kansas City indicate that the packinghouse site was bought for the

Morality and Secretary George W. Russell of the repealing association. Perhaps they also remember the long struggle and the expended funds which did not stop the situation from landing where it is.

Those who have waged the fight for years or followed it might smile at this statement: "It is time that a fight was made, and the true facts placed before the legislators." In that event it is claimed that legislators would rather put a duty on butter than upon butterine, and that "the detestable stuff that is being manufactured under the name of butter will be wiped from the market entirely." The value of all argument is lost or clouded in the frantic appeal for funds. The second appeal to the trade at \$1 per head is a painful confession of the money hunt. The two officers of the organization, the balance of which is seemingly composed of whoever may join may be all right and patriotic. They may know as much about oleomargarine as those do who make it, but they show a sad lack of sense as to law repealing.

The trade is warned against such ineffectual efforts. It is time and money wasted. There has been some talk, too, of submitting the literature of the appeals to the Post Office Department at Washington as to its objective and merits. It might be well, therefore, for the trade to wait until this authority has looked into the matter and decided finally as to whether or not the association will be allowed to continue its crusade through the mails. Even honest men are sometimes misguided as to their legal rights, in a postal sense.

The repeal of the present unjust oleomargarine law, or its modification, is desired and may be attempted. The campaign will have to be inaugurated and urged by trained forces. The trade may as well reserve its fire until the time is opportune and the signal given from an authoritative source. Farical spurts do harm.

new American Dressed Beef & Provision Company, which is to put up a plant with a capacity of 1,000 cattle, 1,000 hogs and 2,000 sheep a day. It is announced that it will be in operation by next July, and will start with 350 men. The company's authorized capital is \$300,000, and the officers are: John J. Ruddy, Kansas City, president; J. M. Ruddy, Chicago, vice-president; John T. McNamara, Kansas City, secretary and treasurer, and L. L. Taaffe, Kansas City, manager.

GERMAN CATTLE IMPORTS DECREASE.

The importation of livestock into Germany has experienced another decrease during the first six months of 1904, when compared with that of the same period in 1903. The decrease of imported cows amounts to 4,511 head of a value of about \$387,000; 642 head of steers, valued at \$60,500; heifers, 644, at \$39,250; calves, 6,538, valued at \$95,250; equal to a total decrease of 12,335 head, valued at \$582,000. An increase of 5,748 head of oxen at a value of \$741,000 leaves still a balance of decrease in the total imports of cattle for the period under consideration.

OCTOBER STOCKS OF PROVISIONS.

Following are additional official reports of stocks of provisions on hand at centers on October 31, 1904, as compared with stocks a year ago:

SOUTH ST. JOSEPH.

	October 31, 1904,	October 31, 1903.
Mess pork, new, made since Oct. 1, '03, bbls..	177	.....
Other kind of barreled pork, bbls.	351	848
P. S. lard in storage tanks and tierces, made since Oct. 1, '03, tes.	972	3,447
Other kind of lard, tes.	1,237	383
Short rib middles and rough or back bone—short rib middles made since Oct. 1, '03, lbs.	1,095,442	449,500
Short rib middles and rough or back bone—short rib middles made previous to Oct. 1, '03, lbs. ....	.....	1,272,057
Short clear middles, lbs.	451,254	790,052
Extra short clear middles made since Oct. 1, '03, lbs.	531,330	978,116
Extra short clear middles made previous to Oct. 1, '03, lbs. ....	.....	1,503,693
Extra short rib middles, lbs.	764,311	895,523
Long clear middles, lbs.	1,005	78,000
Dry salt shoulders, lbs.	223,945	339,747
S. P. hams, lbs.	5,288,411	3,093,474
S. P. shoulders, lbs.	58,100	37,000
D. S. bellies, lbs.	2,104,343	1,091,026
S. P. bellies, lbs.	1,067,250	478,916
S. P. California or picnic hams, lbs.	1,698,655	611,843
S. P. Boston shoulders, lbs. ....	.....	64,774
S. P. skinned hams, lbs.	2,634,079	1,548,936
Other cuts of meats, lbs.	2,157,496	2,440,841
Total weight cut meats, lbs.	18,075,621	16,075,501

Live Hogs.

	Oct., 1904.	Oct., 1903.
Received	109,890	93,305
Shipped	374	6,368
Driven out	109,514	87,047
Average weight, lbs.	227	247

MILWAUKEE.

	Oct. 31, 1904.	Oct. 31, 1903.
Mess pork, winter packed (new), bbls.	1,719	419
Mess pork, winter packed, bbls.	4	....
Other kinds of barreled pork, bbls.	1,068	934
Prime steam lard, contract, tes.	1,838	1,038
Other kinds of lard, tes.	1,809	751
Short rib middles, lbs.	1,144,137	97,899
Extra short rib middles, lbs.	361,202	298,418
Short clear middles, lbs.	65,733	130,887
Extra short clear middles, lbs.	168,276	184,501
Long clear middles, lbs.	12,996	107,075
D. S. shoulders, lbs.	54,550	70,098
S. P. shoulders, lbs.	28,800	339,750
S. P. hams, lbs.	2,900,710	1,945,480
D. S. bellies, lbs.	702,627	649,292
S. P. bellies, lbs.	361,700	107,000
S. P. Calif. or picnic hams, lbs.	481,300	422,400
S. P. skinned hams, lbs.	635,400	476,540
Other cuts of meats, lbs.	2,056,352	1,490,135

A SAD MEMENTO.

A Kansas man pounded a bull with a club. The bull survives, and the club is kept by the family as a sad memento.

"OLD GORGON GRAHAM"

(Extracts from George Horace Lorimer's remarkable book.)

(Concluded from last week.)

You can't keep down expenses when you've got to keep up appearance—that is, the appearance of being something that you ain't. You're in the fix of a dog chasing his tail—you can't make ends meet, and if you do it'll give you such a crick in your neck that you won't get any real satisfaction out of your gymnastics.

Furnishing a house with wedding presents is equivalent to furnishing it on the installment plan. Along about the time you want to buy a go-cart for the twins, you'll discover that you'll have to make Tommy's busted old baby-carriage do, because you've got to use the money to buy a tutti-frutti ice-cream spoon for the young widow who sent you a doormat with "Welcome" on it. And when she gets it, the young widow will call you that idiotic Mr. Graham, because she's going to have sixteen other tutti-frutti ice-cream spoons, and her doctor's told her that if she eats sweet things she'll have to go in the front door like a piano—sideways.

Never ask a man what he knows, but what he can do. A fellow may know everything that's happened since the Lord started the ball to rolling, and not to be able to do anything to help keep it from stopping. But when a man can do anything, he's bound to know something worth while. Books are all right, but dead men's brains are no good unless you mix a live one's with them.

It isn't what a man's got in the bank, but what he's got in his head that makes him a great merchant. Rob a miser's safe and he's broke, but you can't break a big merchant with a jimmy and a stick of dynamite. The first would have to start again just where he began—hoarding up pennies; that second would have his principal assets intact. But accumulating knowledge or piling up money, just to have a little more of either than the next fellow is a fool game that no broad-gauged man has time enough to sit in. Too much learning, like too much money, makes most men narrow.

When I come across a fellow who doesn't mention it when he's asked not to, I come pretty near letting him fix his own salary. It's only a mighty big man that doesn't care whether the people whom he meets believe that he's big; but the smaller a fellow is, the bigger he wants to appear. He hasn't anything of his own in his head that's of any special importance, so just to prove that he's a trusted employee and in the confidence of the boss, he gives away everything he knows about the business, and, as that isn't much, he lies a little to swell it up. It's a mighty curious thing how some men will lie a little to impress people who are laughing at them; will drink a little in order to sit around with people who want to get away from them; and will even steal a little to "go into society" with people who sneer at them.

First and last every fellow gets a lot of unjust treatment in this world, but when he's as old as I am and comes to balance his books with life and to credit himself with the mean things which weren't true that have been said about him, and to debit himself with the mean things which were true that people didn't get on to or overlooked he'll find that he's had a tolerably square deal. This world has some pretty rotten spots on its skin, but it's sound at the core.

A lot of young men start off in business with an idea that they must arm themselves with the same sort of weapons that their competitors carry. There's nothing in it. Fighting the devil with fire is all foolishness, because that's the one weapon with which he's more expert than any one else. I usually

find that it's pretty good policy to oppose suspicions with candor, foxiness with openness, indifference with earnestness. When you deal squarely with a crooked man you scare him to death, because he thinks you're springing some new and extra-deep game on him.

There are two kind sof discontent in this world—the discontent that works and the discontent that wrings its hands. The first gets what it wants, and the second loses what it has. There's no cure for the first but success; and there's no cure at all for the second, especially if a woman has it; for she doesn't know what she wants, and so you can't give it to her.

In the first place, you don't need to bother very much about the things that are going all right, except to try to make them go a little better; but you want to spend your time smelling out the things that are going all wrong and laboring with them till you've persuaded them to lead a better life. For this reason one of the most important duties of your job is to keep track of everything that's out of the usual. If anything unusually good happens, there's an unusually good man behind it, and he ought to be earmarked for promotion; and if anything unusually bad happens there's apt to be an unusually bad man behind that, and he's a candidate for a job with another house.

A good many of these things which it's important for you to know happen a little before beginning and a little after quitting time; and so the real reason why the name of the boss doesn't appear on the time sheet is not because he's a bigger man than any one else in the place, but because there shouldn't be any one around to take his time when he gets down and when he leaves.

The extra-poor men and the extra-good men always stick their heads up above the dead-level of good-enough men; the first to holler for help, and the second to get an extra reach. And when your attention is attracted to one of these men, follow him up and find out just what sort of soil and fertilizer he needs to grow fastest. It isn't enough to pick likely stock; you've got to plant it where the conditions are right to develop its particular possibilities. A fellow who's got the making of a five-thousand-dollar office man in him may not sell enough lard to fry a half-portion of small potatoes if you put him on the road. Praise judiciously given may act on one man like an application of our bone meal to a fruit tree, and bring out all the pippins that are in the wood; while in the other it may simply result in his going all to top.

You musn't depend too much on the judgment of department heads and foremen when picking men for promotion: Take their selection if he is the best man, but know for yourself that he is the best man.

Sometimes a foreman will play a favorite, and, as any fellow who's been to the races knows, favorites ain't always winners. And sometimes, though not often, he'll try to hold back a good man through jealousy. When I see symptoms of a foreman's being jealous of a man under him, that fellow doesn't need any further recommendation to me. A man's never jealous of inferiority.

Besides always having a man in mind for any vacancy that may occur, you want to make sure that there are two men in the office who understand the work of each position in it. Every business should be bigger than any one man. If it isn't, there's a weak spot in it that will kill it in the end. And every job needs an understudy: Sooner or later the star is bound to fall sick, or get the sulks or the swelled head, and then if there's no one in

the wings who knows her lines, the gallery will rotten egg the show and howl for its money back. Besides, it has a mighty chastening and stimulating effect on the star to know that if she balks there's a sweet young thing in reserve who's able and eager to go the distance.

Always appoint an hour at which you'll see a man, and if he's late a minute don't bother with him. A fellow who can be late when his own interests are at stake is pretty sure to be late when yours are.

Health is like an inheritance—you can spend the interest in work and play, but you musn't break into the principal. Once you do and it's only a matter of time before you've got to place the remnants in the hands of a doctor as receiver; and receivers are mighty partial to fees and mighty slow to let go. But if you don't work with him to get the business back on a sound basis there's no such thing as any further voluntary proceedings, and the remnants become remains.

Of course with all the care in the world a fellow's likely to catch things, but there's no sense in sending out invitations to a lot of miscellaneous microbes and pretending when they call that it's a surprise party. Bad health hates a man who is friendly with its enemies—hard work, plain food, and pure air. More men die from worry than from overwork; more stuff themselves to death than die of starvation; more break their necks falling down the cellar stairs than climbing mountains. If the human animal reposed less confidence in his stomach and more in his legs, the streets would be full of healthy men walking down to business. Remember that a man always rides to his grave; he never walks there.

I reckon that what this generation really needs is a little less pie and a little more piety.

A good many men will say that it's none of your business what they do in their own time, but you want to make it your business, so long as it affects what they do in your time. For this reason you should never hire men who drink after office hours; for it's their time that gets the effects and your time that gets the after effects. Even if a boss grants that there's fun in drinking, it shouldn't take him long to discover that he's getting the short end of it, when all the clerks can share with him in the morning is the head and the hang-over.

I might add that I don't like the effects of drinking any more than the after effects; and for this reason you should never hire men who drink during business hours. When a fellow adds up on whiskey, he's apt to see too many figures; and when he subtracts on beer, he's apt to see too few.

Naturally when you expect so much from your men, they have a right to expect a good deal from you. If you want them to feel that your interests are theirs, you must let them see that their interests are yours. There are a lot of fellows in the world who are working just for glory, but they are mostly poets, and you needn't figure on finding many of them out at the stock yards. Praise goes a long way with a good man, and some employers stop there, but cash goes the whole distance; and if you want to keep your growing men with you, you musn't expect them to do all the growing. Small salaries make slow workers and careless clerks; because it isn't hard to get an underpaid job. But a well-paid man sticketh closer than a little brother-in-law-to-be to the fellow who brings the candy. For this reason when I close the books at the end of the year I always give every one, from the errand boys up, a bonus based on the size of his salary and my profits. There's no way I've ever tried that makes my men take an interest in the size of my profits like giving them a share. And there's no advertisement for a house like having its men going around blowing and bragging because they're working for it.

The men who stay at the office and plan are the brains of your business; those who go out and sell are its arms; and those who fill and deliver the orders are its legs. There's no use in the brains scheming and the arms gathering in if the legs are going to deliver the goods with a kick.

Never nag a man under any circumstances; fire him.

When you're dealing with an animal like the American hog, that carries all its profits in the tip of its tail, you want to make sure that your men carry all the latest news about it on the tip of the tongue.

It's good to have money and the things that money will buy, but it's good too, to check up once in a while and make sure you haven't lost the things that money won't buy. When a fellow's got what he sets out for in this world, he should go off into the woods for a few weeks now and then to make sure that he's still a man and not a plug-hat and a frock-coat and a wad of bills.

The more I deal in it, the surer I am that human nature is all off the same critter, but that there's a heap of choice in the cuts. Even then a bad cook will spoil a four-pound porter-house where a good one will take a chuck steak, make a few passes over it with seasoning and fixings and serve something that will line your insides with happiness. Circumstances don't make men, but they shape them; and you want to see that those under you are furnished with the right set of circumstances.

If you think that saving your first thousand dollars is hard, you'll find that saving the second, after you've lost the first, is hell and repeat.

All books and no business makes Jack a jack-in-the-box, with springs and wheels in his head; all play and no work makes Jack a jackass, with bosh in his skull. The right prescription for him is play when he really needs it, and work whether he needs it or not; for that dose makes Jack a cracker-jack.

The trouble is that too many trusts start wrong. A lot of these fellows take a strong, sound business idea—the economy of cost in manufacture and selling—and hitch it to a load of the rottenest business principle in the bunch—the inflation of the value of your plant and stock—and then wonder why people hold their noses when their outfit drives down Wall Street.

PURE FOOD AGITATION.

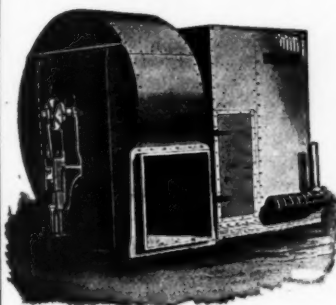
The pure food agitation grows apace, and like everything of the kind that is brought forward for adjustment has resulted in the submission of some of the most absurd propositions by way of ameliorating conditions. Conservatism is very essential in the treatment of the question, to the end that full justice is accorded to every interest which may be affected.

Very radical statements are being advanced on both sides. If the public is to rely on many of the arguments given out by the purists, the modern dietary of wholesome foods would be a very limited affair indeed. On the other hand, it is not unreasonable to suppose that the subject is unworthy of investigation and the passage of laws creating legal standards if necessary.

The thing to avoid is the extreme from either view point. A United States Senate Investigating Committee went more or less over the whole ground a few years ago, with resultant testimony that went easily to show that there was much rascality in the marketing of numerous articles of food, particularly those classified as condiments.

DRY YOUR SOAP, GLUE, FELT, HAIR, TANKAGE, &c.

BY THE STURTEVANT SYSTEM



REDUCES TIME
IMPROVES QUALITY

B. F. STURTEVANT CO.

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CHICAGO.

136

THE OLEOMARGARINE DECISION.

Following is the full text of the Supreme Court decision in what is known as the "palm oil case," where the validity of the use of palm oil in the manufacture of oleomargarine was in question. The court, with the Chief Justice and two other Justices dissenting, ruled that the use of palm oil, even though a natural ingredient, subjected the product to the prohibitive ten-cent tax. The National Provisioner has already commented on the decision. The full views of the court will be of interest. They follow:

August Cliff was convicted in the district court of the United States for the northern district of Illinois of a violation of Section 11 of the act of August 2, 1886 (24 Stat., 209), amended May 9, 1902 (32 Stat., 193). A judgment for fifty dollars, as prescribed by the section, was entered with an order for collection by execution. That judgment was brought directly to this court by writ of error. The constitutionality of the oleomargarine legislation and the right to waive a trial by jury in petty criminal offenses were affirmed in *McCray v. United States* (195 U. S., 27) and *Schick v. United States* (id. 65). Nothing need be added to the opinions in those cases on these questions.

There is in this case a further question. Section 2 reads: Sec. 2. That for the purposes of this Act certain manufactured substances, certain extracts, and certain mixtures and compounds, including such mixtures and compounds with butter, shall be known and designated as "oleomargarine," namely: All substances heretofore known as oleomargarine, oleo, oleomargarine oil, buterine, lardine, suine and neutral; all mixtures and compounds of oleomargarine, oleo, oleomargarine oil, buterine, lardine, suine and neutral; all lard extracts and tallow extracts, and all mixtures and compounds of tallow, beef fat, suet, lard, lard oil, vegetable oil, annatto and other coloring matter, intestinal fat, and offal fat made in imitation or semblance of butter, or, when so made, calculated or intended to be sold as butter or for butter.

In section 8 is this provision: Sec. 8. That upon oleomargarine which shall be manufactured and sold, or removed for consumption or use, there shall be assessed and collected a tax of ten cents per pound, to be paid by the manufacturer thereof; and any fractional

PROPOSALS.

OFFICE PURCHASING COMMISSARY, U. S. Army, 39 Whitehall Street, New York City, N. Y., November 12, 1904.—Sealed proposals for furnishing and delivering subsistence stores in this city for the month of December, 1904, will be received at this office until 11 o'clock A. M., on November 22, 1904, and then opened. Information furnished on application. Envelopes containing bids should be marked "Proposals for Subsistence Stores opened November 22, 1904," addressed to Major D. L. BRAINARD, Commissary, U. S. A. Nov. 12-19.

part of a pound in a package shall be taxed as a pound: Provided, When oleomargarine is free from artificial coloration that causes it to look like butter of any shade of yellow said tax shall be one-fourth of one per cent. per pound.

By section 14 the Commissioner of Internal Revenue is authorized to decide what substances, extracts, mixtures or compounds, which may be submitted for his inspection in contested cases, are to be taxed under this Act; and his decision in matters of taxation under this Act shall be final. The commissioner may also decide whether any substance made in imitation or semblance of butter, and intended for human consumption, contains ingredients deleterious to the public health.

Defendant was charged with having knowingly purchased and received for sale "certain oleomargarine which had not been stamped according to law—that is to say, 10 pounds of a mixture and compound composed, as he, the said August Cliff, well knew, of oleo oil, neutral lard, cottonseed oil, milk, common salt and palm oil (which said last-named ingredient, to wit, palm oil, produced an artificial coloration in the said oleomargarine that caused it to look like butter of a shade of yellow), which said oleomargarine had then lately before, to wit, on the day aforesaid, been manufactured at Chicago aforesaid by William J. Moxley."

It was shown that the tax of 10 cents per pound had not been paid, that the package contained 10 pounds; that its ingredients and their proportions were: Three pounds of oleo oil; 1 pound and 12 ounces of neutral lard; 2 pounds of cottonseed oil; 1 pound and

(Continued on page 25.)

TRADE GLEANINGS

The Pittsburg Union Stock Yards Company, Pittsburg, Pa., with a capital of \$1,200,000, has been chartered to operate yards for the purchase, sale and feeding of stock. The directors of the company are: William V. Callery, Simon O'Donnell, James D. Callery, William D. Evans, Pittsburg; O. T. Hamilton, Edgewood.

A company has been organized under the laws of the United States to be known as the Carrizos Hacienda Corporation of Carrizos, Mexico, and Chicago. The capital stock will be \$5,000,000 gold. Carlos Coghlan, of San Luis, Potosi, Mex., is president. F. E. Root will have charge of the Chicago office. The hacienda comprises 200,000 acres, all under fence. It is the intention of the company to import high grade cattle from the States and later to establish an abattoir and packing house to supply the Mexican market.

Pfister & Vogel Leather Company, of Milwaukee, Wis., will build a new big tannery at a cost of \$180,000. The new plant will be in four sections from one to six stories high. It will derive its power from turbine engines.

England, Walton & Co., of Camden, N. J., has been incorporated to deal in leather, hides, etc. The capital is \$1,000,000. The incorporators are, Thos. Y. England, Charles S. Walton and Joseph F. Cotter.

The tallow factory at West Toledo, O., owned by Nicholas Russel & Sons, was burned recently with a loss of \$15,000. The insurance is about one-third the loss. The cause is not known.

Genesee Dairy Salt Company, of Piffard, Livingston County, N. Y., has been incorporated with \$100,000 capital. The directors are L. A. Allen, of Piffard; G. D. Greenwood, of New York City, and J. J. Rorke, of Brooklyn.

Smith & Bayer is the name of a new firm organized in Des Moines, Ia., to conduct a tannery. It is building a new plant 40 by 70 feet, and two stories high, and will soon be in operation.

The Continental Can Company recently incorporated, is said to be seeking a site in Syracuse, N. Y., for its factories and that others will be built in Brooklyn, Philadelphia and Baltimore.

Fire did damage to the extent of \$5,000 at the works of the International Glue Company, at 331 Marginal street, East Boston, Mass., last week.

Calder Packing Company, of Chicago, Ill., has been chartered with \$10,000, to manufacture food products. The incorporators are J. W. Hirst, Ira Calder and Lewis Calder.

Dallas Packing and Provision Company, of Dallas, Tex., with \$5,000, has been incorporated by C. L. Hudson, Victor E. Audre and F. L. Combs, Jr., to deal in cattle and provisions.

Vette & Zunker, of Chicago, Ill., are building a \$50,000 packing plant. Henry Sierks is architect.

A large cold storage plant is planned for the new public market in the city of Rochester, N. Y.

The Frye & Bruhn slaughter house at Lowell, Wash., has been burned. Small insurance.

Frank Rhodes, who for many years has been interested in and manager of the Nelson Morris Company, branch at Syracuse, N. Y., has severed his connection with that company. It was rumored that Mr. Rhodes would engage in the wholesale provision business under the firm name of F. Rhodes & Son. Mr. Rhodes is well known in business circles.

The Dayton Reduction Company, of Dayton, O., has secured a loan of \$100,000, and will build a new plant to take care of the city's garbage.

The slaughter house and other buildings of the City Provision Company, of Cleveland, O., were burned November 5. Loss, \$15,000. Cause not known. No insurance.

STEEL TANKS OF EVERY DESCRIPTION AND ANY CAPACITY



STEEL STORAGE TANKS, CAR TANKS, GRAIN TANKS, TANK CARS, CYLINDER TANKS, PRESSURE TANKS, STEEP TANKS, LARD, SOAP AND REFINING KETTLES, RENDERING TANKS, STILLs, BOXES, PANS, SHELLS, STACKS, BLOW CASES, RIVETED PIPE, GENERAL PLATE WORK.

WM. GRAVER TANK WORKS

CHICAGO
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Rooms 1409-10-11

Wisconsin Packing Company, of Lone Rock, Wis., has been incorporated with \$25,000 capital, by John A. Carswell, F. W. Gunderson and M. J. Griffin.

The Van Tassel Tannery, at Dubois, Pa., will add ten new vats to its plant at once.

MEAT PACKED LIKE CANDY.

The meat packer not only perfects his goods as such, but he caters to the conveniences of the trade. The public is familiar with the canned package and the large wood case. The newest package is the five-pound sliced dried-beef box put out by Armour & Company. For some time it has been the custom to put such goods in tins or glass. Armour found a big hotel, restaurant and grocery demand for a larger and more convenient package from which sales in smaller quantities could be made.

The demand brought forth the enticing little box which contains five pounds of the sliced product. It is inlaid with lace designed paper, and, before being filled, looks more like a Christmas candy box than one for meat. When filled, the viand looks enticing and dainty. It is an appetizing delicatessen, and appeals to the buyer. The box is easily opened, and the contents can be sold in any quantity down to small fractions of a pound.

It is filled at the factory in a unique way. The chunk of dried beef is placed in a novel machine, which looks like a covered wheel. The sharp rotary knife slices the beef evenly. It falls upon a clean, traveling canvas-covered belt, along which deft-handed young women sit and pick the choice, full slices and place them in the boxes. The broken or imperfectly shaped pieces pass on to the end, where they are raked up and placed in a receptacle. In this they are taken to another set of selectors, who pick out the larger pieces for the smaller canned or jar packages. The tailings from these go to another place, where they are ground up and made into some other appetizing dish and packed for market.

When the young women along the belt line have their boxes filled each deposits a neat

little round piece of paper therein. On this is printed the week and year it was packed, and also the number of the young woman packing the box; likewise the factory and city at which it was packed. The boxes are packed in layers, between which are placed clean sheets of white paper. The contents are enclosed just like so much candy intended for a dainty present, and kept sweet and fresh for the store.

NASHVILLE PRESERVATIVE LAW.

The city government of Nashville, Tenn., has at last adopted its anti-preservative ordinance, and it has been made as iron clad and as drastic as possible, even harmless borax being put under the ban, along with the sulphites, etc. The first two sections of the law speak for themselves. They are as follows:

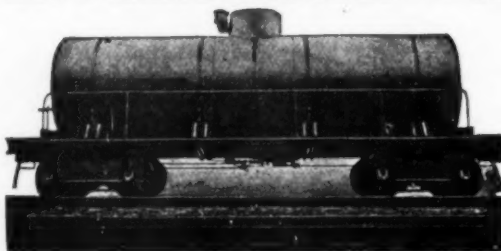
Section 1. That from and after the passage of this ordinance it shall be unlawful for any person, firm or corporation, either by himself, or by his, her or their servants, officers or agents, to sell, offer for sale, expose for sale, or have in possession with intention to sell, any article of food which contains sulphurous acid, or any of its salts; salicylic acid, or any of its salts; formaldehyde, fluorids, beta-naphthol or hydro-naphthol.

Sec. 2. Be it further enacted, That it shall be unlawful for any person, firm or corporation, either by himself, or by his, her or their servants, officers or agents, to sell, offer for sale, expose for sale, or have in possession, with the intention to sell, any fresh meats, fresh fish, shell fish, butter, sausage, game or poultry, which has been treated with, mixed with, or that has come in contact with boric acid, or any of its salts, benzoic acid, or any of its salts.

TRADE CAN GLEAN BARGAINS.

The trade can always glean bargains by keeping an eye on the Wanted and For Sale Department on page 48.

Oil Tanks on Steel or Wooden Cars



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ANY PURPOSE

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Warren City Tank & Boiler Works,

WARREN, O.

CONTROLLING THE BOLL WEEVIL

By W. D. Hunter, Government Expert in Charge of Cotton Boll Weevil Investigations.

Difficulties in the Way.

The Department of Agriculture understands that there are some difficulties in the way of a universal following of the recommendations given in this circular. The principal ones are the almost universal hope for a top crop and in the labor conditions consequent from the universal tenant system of producing the staple. These difficulties are increased by the general scarcity of labor in the South, which is becoming more and more a serious problem in raising cotton.

Planters in infested localities must understand that with the presence of the weevil there is no longer any hope of a top crop. It is true that after considerable cotton has matured, and after the plants have applied their energy to the formation of seeds and lint, fall rains often stimulate the production of a great number of squares. Many planters are misled by this into the hope of gathering a large top crop. The joints of the plant are short, and the squares are formed rapidly and close together. Though weevils may have been exceedingly numerous in the fields, the presence of this abundance of food causes them to scatter, and they are consequently temporarily somewhat less in evidence. In many cases blooms appear and the hope for a top crop increases. Nevertheless, this production of squares also contributes to the production of a large number of weevils late in the season and just at the time for their successful hibernation. As a result of this fact, great injury is done to the crop of the following season, with no gain whatever, or a very small one, in the yield of the current season. From these considerations it seems plain that within the weevil territory all hope of a top crop must be given up and the destruction of the plants be practiced as early in the fall as possible.

Another important difficulty lies in the tenant system. It is usually the practice to terminate the work of the tenant with the picking of the cotton, leaving the clearing of the field for the next cropper. At present, after the cotton is picked the tenants frequently move to other plantations or to other parts of the same plantation. It should not be a difficult matter for planters to induce their tenants to practice the fall destruction of the plants as the last step in the production of a crop. In any case the plants have to be removed before the ground can be prepared for planting the following season; and the present recommendation merely involves applying, at a time some months earlier, the same amount of labor as is necessary in the spring. The best solution of the difficulty arising from the tenant system would be in the inclusion, in the agreement between the landlord and the tenant, of a provision which would bind the latter to clean the land thoroughly before leaving it.

As a matter of fact, the preceding objections are not necessarily serious. They deal with general changes in cotton culture made necessary by the ravages of the boll weevil. As is beginning to be well known to Texas planters, it will not be possible for tenants to work as much land as formerly. More cot-

ton will be produced by decreasing acreages and increasing the attention given to what remains. If this is done, the objections mentioned will largely disappear.

Necessity for a Law.

The critical seriousness of the weevil problem, together with the demonstrated necessity of fall destruction, led to the recommendation, first made by Dr. L. O. Howard in Circular No. 14 of this Bureau, February 12, 1896, that some legal means of enforcement be provided by the legislatures of the States concerned. The recent work of the Department has all pointed towards the prime importance of this matter. Although there are no exact precedents for such a law, it is believed that its passage and enforcement would plainly be within the police powers of the State. It would not necessarily be essentially different in principle from the laws regarding the control of insects injurious to fruit trees, which are now in force in many States. Dr. Howard states: "The law should provide for the appointment of commissioners in each county. These commissioners should be empowered to enforce remedial work, to levy penalties, or to have the work done by their own agents, the cost to be assessed upon the property. It will be well to let this law have a wide bearing and not confine its application to this particular insect, but cover all injurious insects in case of future emergencies of a similar nature."

Mr. Jefferson Johnson, of Austin, Tex., whose extensive experience as a cotton planter and as chairman of the Board of Award under the Texas law appropriating a large sum as a reward for the discovery of a successful remedy for the boll weevil has made him thoroughly conversant with the habits of the pest, as well as with all means of controlling it which have been suggested, is firmly of the opinion that the time has come for the enactment of such a law.

From the present outlook, therefore, and as a result of extensive work with the boll weevil for several years, the Department of Agriculture warmly recommends the passage of laws regulating fall destruction of the cotton plants in the manner described in this circular in the States of Texas and Louisiana.

The Expert's Conclusions.

Having studied and tested the methods of weevil control which have hitherto been recommended, the writer firmly believes that the destruction of the stalks in the early fall is the most effective method known of actually reducing the numbers of the pest. This destruction will cost but a small fraction of the expense necessary in the frequent picking up in the spring of the squares infested by the hibernated weevils, and is far more thorough as a means of reducing the numbers of the weevils than is the practice of picking hibernated weevils from the young plants. Early destruction of the stalks is essential to the greatest success of any system of controlling the pest. All other practices recommended, though very valuable in securing a crop, are of the greatest value, as

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they are followed in connection with this one prime essential. Since the earliest investigations of the boll weevil made by this Department, it has been recognized that this practice is of the first importance, and the experience of recent years has added but certainty to this conviction. A number of planters have adopted it, and their work has abundantly demonstrated its efficiency.

It must not be thought that the procuring of the immediate crop is the only thing to be desired. Early and complete destruction of the stalks is undoubtedly the most important single element insuring success for the subsequent year.

Concerted action in fall destruction is, of course, desirable. The greatest benefit will only result when whole communities adopt the method. But no planter should hesitate on account of the indifference of his neighbors. The fact that weevils move about but little until the time when the bulk of the crop is safe will assist materially in saving one field though nearby ones have not been properly treated, and, even under such circumstances, the success of the method in one field will be a powerful stimulus toward its general adoption the following season.

It is true that these recommendations involve considerable change in the practice of producing cotton. Nevertheless, the important changes that have been brought about up to this time in the use of improved seed and fertilizers have also been revolutionary in their character. It is hoped by the Department that the agencies that assisted in that matter—namely, organizations of business men—will everywhere devote the same energy towards encouraging the practice of what is, after all, the most important step in maintaining the supremacy of the cotton crop in the weevil regions.

LESS ALASKA SALMON.

Receipts of Alaska salmon at San Francisco for the season to October were 1,056,620 cases, against 1,498,320 cases last year.



Swift's
Premium Calendar

Swift's Premium Calendar for 1905, size 12 x 35 inches, consists of four lovely heads by McEntee, the famous water colorist. Superbly lithographed in ten colors and gold, and charmingly represents the four seasons of the year. Unsurpassed for attractiveness of design, beautiful coloring and superior workmanship. To see it is to have it.

Swift's Premium Calendar will be sent, postpaid, to any address, for 10 cts. in money or stamps, 10 Wool Soap wrappers, or 1 metal cap from jar of Swift's Beef Extract.

Send order to Swift & Company
Dept. S. Stock Yards Station
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Swift's Premium
Hams and Bacon
(U. S. Inspected)

Swift's Silver Leaf Lard
3, 5, and 10-lb. air-tight pails
Swift & Company, U.S.A.

Fac-simile of advertisement appearing in the November magazines.

THE National Provisioner NEW YORK and CHICAGO

Published by
THE FOOD TRADE PUBLISHING CO.

(Incorporated Under the Laws of the State of New York.)

DR. J. H. SENNER....*President and Editor*

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Correspondence on all subjects of practical interest to our readers is cordially invited.

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BATTLE OF THE BALLOT

The Presidential election is over. A political landslide has resulted, and the present incumbent of the executive chair of the nation has been elected by a tremendous and flattering majority. The battle of the ballot has sent a larger Republican majority to Congress. All of this means that there will be virtually no change in the fiscal or administrative policy of the government. The heat and fervor of the campaign will soon cool down, and business get to work. The rancor of the hustings will die away and the stump soon be forgotten. Both the working masses and the business classes seem to have turned to the victor at the polls on Tuesday. That means that commercial houses, factory interests and the brawn and muscle of the laborer have confidence in the present administration, and take hope at its success. The big crops and good prices for them did much to carry the West. The farmers are in good spirits. Financial interests and the producing industries will have no fear of a new fiscal policy. Either candidate for the Presidency was safe, in a financial sense. Business will imbibe life and move on.

THE CORN CROP

The corn crop is made. It is a bumper one. The late fall rounded out the grain and insured its safe harvest. The bins are full. The price is good, and farmers will have plenty of money for the trade year of 1905. There seems to be plenty of money to move the crop, and transportation facilities have been ample. The demand for corn is so strong that the huge crop has not shaken the market. This is indicative of the strong business undertone which pervades our industrial and commercial condition generally. Such symptoms push further away any fears of trade or financial panics and reassure business, which usually becomes nervous during a speculative wave as that now sweeping over the stock market. So much rests upon corn, and we have plenty of corn for all purposes.

GOOD TIMES AHEAD

Weather conditions favor our industrial life in all departments. Poultry, one of America's biggest food industries, will grow off, and be more healthful. The hens have laid well out in the fall. The grain crops and the cotton crop have all been harvested under the most advantageous circumstances, and have matured well under the influence of the salubrious autumn. The young edible livestock of all kinds—pigs, lambs and calves—have had the finest fall weather which has fallen to their lot for years. Mortalities among them have been at a minimum. Cattle, sheep and hogs have also been able to pick up excellent range condition to carry them into the winter, to better enable them to stand harsh weather. Hay of all kinds has grown off well, and if frequently cut, has not become weedy or seedy, hence it will be nourishing to a degree. The whole range of productive industry in this country has had an abundant harvest not experienced for years.

This is all in strange contrast with the dry and drouthy condition under which the scant European crops have been grown. It is selfish to take that view, but the short crops of Europe make good prices possible for us, and offer a market for the big American surplus of farm products. We should have plenty of meats, grain and other food and feeds, and there should be an easy swing of money to enliven trade after the New Year.

A PORK DELUSION

The Cincinnati butchers who allege the existence of a pork trust forget that Ohio is a hog State, and that anybody can cut a hog's throat, scald him, scrape off the hair, clean him out, cool the meat and sell his own pork. This is especially true in the fall of the year, when the air is cool, and a single night will serve to extract the animal heat from the

porcine product and the average temperature is low enough to keep the meat sweet for days, even while hauling it from the farm to a shipping point.

If 12c. pork should sell at 9c., the grumbler could just step in and get fat on the market, especially when he can get 13½c. or more for the product at retail in that section. The failure of the butcher right in the hog belt to do this is a confession that he either does not know what he is talking about, or that he is not sincere in what he says. No business man will suffer 50 per cent. profit to pass his door with the opportunity in his own power to get it, and then decline the effort to do so. Besides, Cincinnati is a popular hog market, and any man may buy swine there. It is an open market. Any butcher could rent a barn outside the city and kill all the hogs he cared to at little cost these bracing autumn days.

No price agreement can control the hog or the pork market. It is a question of supply and demand. It is also a question of the cost of keeping, carrying and marketing all of the carcass.

FOR THE OFF SEASON

Every country and every product has its off season. In the tropics that season is when nothing grows, and when the parsimony of nature has to be complemented with the conserved products of the fruitful season. In the colder zones the bread and meat components keep the food cycle in better order. The efforts of science have been to distribute the fruition of the earth and to give to mankind not only the surplus of each other's seasons and foods, but to so evenly distribute the products as to feed the nations all the year round upon a more diversified diet than that which nature provides for each country in its own season and of its own kind.

Cold storage is a true handmaid in the distribution of perishable products. The people of the earth are thus enabled to eat American fresh beef and Australian or South American frozen mutton. These products have wide distribution on three continents. The conserving process is another mode of keeping foods for the human family under whatever clime. American cured hog products and canned meats are now eaten by every civilized, and many semi-civilized nations all the year around. The explorer and the pioneer of the forests, as well as the prospector and miner, find that they have a safe ration in their kit for any latitude when the tinned meat package is included therein. The army ration would not be complete without it. Thus modern packing has aided science, civilization and the effectiveness of modern warfare.

TECHNICAL AND SCIENTIFIC

FAT EXTRACTION.

Owing to the peculiar characteristics of carbon tetrachloride as a fat solvent, it is desirable that in extracting fats by the aid of this substance the use of internal mechanical appliances should be avoided, whilst all parts of the apparatus, except condenser and storage vessel, should be surrounded by steam.

This is the principle adopted by P. Bernard in an extractor of his invention, consisting of a steam-jacketed kettle, an evaporator, a condenser, storage tank and a filter. The cylinder is fitted with two openings for introducing the charge, and for emptying the contents. The evaporator is also steam-jacketed, and connected with the extractor by a tap, whilst a pipe, leading to the condenser is surrounded by a steam pipe. The condenser is an ordinary coil, contained in a tank of water, and the storage tank is an ordinary cylindrical vessel, provided with a special leveling apparatus. The filter consists of two cylinders, one of them having a double bottom for heating the fat or oil. The latter passes through three strata of animal charcoal, whereby it is filtered and decolorized. The raw material to be treated is first crushed and dried, and is carried by a conveyor belt and emptied into the extractor.

When this vessel is filled, the charge is covered with a cloth, a specially provided lid is fastened down, and a tap opened to admit the solvent which passes upward through the charge and extracts the fat contained therein, to issue saturated with the fatty matter into a pipe leading to the evaporator. Here it is heated, and the vapors rise through a heated coil to the condenser whence they flow downward in the liquid condition into the collecting tank and are then ready to recommence the cycle of operation.

When the charge is completely extracted, the tap is turned off and heat applied to the extractor until all the retained solvent has been driven off, the vapors passing into the condenser and being returned to the collecting tank. All traces of the solvent remaining in the pipes and other neutral parts of the apparatus are expelled by a current of steam admitted through provided injectors.

A special level arrangement has been devised for the following purpose: The tetrachloride being very heavy separates from the water of condensation immediately on entering the tank. Hence with the ordinary form of apparatus it would be impossible to find out the exact level of the tetrachloride and the thickness of the supernatant layer of water. The level used here, which obviates this defect entirely, consists of a rectangular cast-iron box fitted with a number of glass windows, through which the level of the two liquids can be observed throughout the whole process.

THE PHOSPHORESCENCE OF MEAT.

The emission, voluntary or otherwise of a faint light from living organisms has been observed in innumerable cases and under various conditions for many centuries past. Superstition and resulting consequences due to the ignorance of credulous generations

have ascribed the phenomenon of phosphorescence to supernatural influences, until investigators of a more recent age discovered the true and dominating facts thereof. More than the appearance of phosphorescence on living objects has this phenomenon troubled the minds of our remote ancestors when observed on apparently or actually dead objects, such as decaying wood.

While much light need still be thrown on this subject, experiments of our times have succeeded in explaining the causes for phosphorescence of such materials as fresh meat of various origin. We are indebted to Prof. Molisch of Cologne, Germany, for the researches made by him on the causes and the probable or possible influences exerted by the bacteria causing phosphorescence. It is asserted that the bacteria *Micrococcus phosphoreus* must be held responsible for phosphorescent emissions from meat, whether the latter be beef, pork, fowl or horse meat.

Phosphorescence of meat is neither a sign of putrefaction nor of any other deleterious quality of the meat under observation, but appears at times as the forerunner of such a condition. Salt appears to favor the development of the bacteria, which die at a temperature of above 37 deg. C. Beef sliced into thin pieces and partly covered by a three per cent. salt solution exhibited, when placed under the sterilizing bell-desiccator, the phenomenon within twenty-four hours. The bacteria did not in this case cover the entire surface of the meat, but were visible in star-like patches. The temperature observed was from 9 to 12 deg. C.

ALUMINUM IN OIL AND FAT INDUSTRY.

Owing to its superior lasting quality and inertness compared with copper and various other metals used for vessels employed in soap and candle making, refineries, etc., towards free fatty acids, aluminum is experiencing much favorable commendation.

In annealing aluminum, a very low and even temperature should be maintained in the muffle. Aluminum melts at about 1,300 degrees F., a very dark red heat. The inexperienced, therefore, cannot judge the proper annealing temperature by the eye alone, without danger of fusing the metal. When the metal has been heated enough to char the end of a pine stick, thus leaving a black mark in the wake of the stick as it is drawn across the metal it is sufficiently annealed. The metal should then be withdrawn from the furnace and allowed to cool slowly in the air.

For some work, such as stamping and drawing, it is sometimes better not to heat the metal so hot as to leave a dead black mark with the stick, but just enough to show a dark brown mark instead. Very thin sheets

or wire can be annealed for some purposes in boiling water.

NEW PATENTS.

772,472. Filter-Press. James W. Neill, Salt Lake City, Utah.—The combination of a cylinder adapted to contain the material to be filtered, a plunger working therein, means for reciprocating the plunger, means for reciprocating the cylinder, a valve controlling the passage of the material to be filtered to the interior of the cylinder and means actuated by the plunger for opening and closing said valve.

772,416. Water-Purifier. Thomas D. Just, Philadelphia, Pa. A water purifying apparatus, in combination with a steam-boiler, a means for skimming the surface of the water, and a means without said boiler for separating the scum and steam and clear water, of a shaped return pipe for returning the said steam and clear water to the lower part of the heater in said boiler.

772,392. Means for Regulating the Production of Steam. Henry S. Baldwin, Lynn, Mass., assignor by mesne assignments to General Electric Company, a corporation of New York.—A liquid-feeding device, the combination with an actuator having a constant stroke, of a rocker, elastic means for retaining the rocker in engagement with the actuator, a pump connected with the rocker, and means for varying the path of the actuator with reference to said rocker.

773,004. Artificial Fuel. James M. Dennis, Richmond, Ind., assignor of three-eighths to Harry Dennis and William H. Alford, Richmond, Ind. An artificial fuel composed of organic humus, virgin earth, magnesium sulphate, Glauber salt, sodium chlorid, iron sulphate, solidified petroleum, black oxid of manganese, saltpeter and lime.

773,220. Centrifugal Machine. Thomas S. Patterson, New York, N. Y., assignor to Oil and Waste Saving Machine Company, Rochester, N. Y., a corporation of New York. A centrifugal separator, comprising an inclosing casing, means for admitting steam into the said casing, and a drum mounted to rotate in the casing, said drum having a perforated side wall, a bottom plate with means for admitting steam therethrough, and a screen-cover for the inlet through the bottom plate.

773,393. Oil Press. Joseph H. Hubbell, Dayton, Ohio, assignor to Buckeye Iron and Brass Works, Dayton, Ohio, a corporation of Ohio. An oil press, including a plurality of pressure-plates, having mats on their opposing faces, and protectors between the respective plates and mats, having means for preventing spreading of said mats.

WANTED AND FOR SALE.

Attractive advertising on page 48.

WE MAKE A SPECIALTY OF SAVING BY-PRODUCTS

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Rotary Dryers and Other Special Machinery for Tank Water, Glue, Beef Extract, Brine, Etc.

AMERICAN FOUNDRY & MACHINERY CO.

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MECHANICAL DRAFT APPARATUS.

The application of fans to induced draft work has made necessary many changes from the established standards of fan builders, in order to avoid difficulties never met

cause deflection which would work the keys loose and more likely cause the fan wheel to strike the housing. The same is in a large measure true of the two bearings far apart. Increasing the diameter of the shaft is not

how much this expansion will amount to can never be predetermined. Hence, the greatest of care in setting up will often prove of no value when the fan is in operation, causing the wheel to strike on one or the other of the sides at certain points.

These are points for very serious consideration with any one who has had experience with this line of work, and the American Blower Company has devoted a great deal of time to the improvement of these details. Figure 1 shows a wheel of their latest type of construction, a number of which are in operation and giving entire satisfaction. The spider is made up of "L" beams which have about three times the strength of a double set of tee arms as usually employed. In addition to this, every blade is braced with bar iron braces from the outer rim to the center, which completely overcomes any tendency to twisting. In the side of the fan housing is built a very deep cone which reached in close to the hub. A special arm of very heavy construction is built on the cantilever principle to carry the inner bearing, which is water jacketed. This is placed at the very apex of the cone. The distance from the end of the apex to the end of the projecting shaft seldom exceeds a foot.

Figure 2 shows a fan wheel mounted on a shaft with a direct coupled engine erected on this form of construction. It is not always customary to make an extension of the base of the engine as here shown. In some cases an "I" beam grillage is built into the brick foundation, the engine being set on top of the outer ends of these "I" beams and anchored down, which makes practically a complete unit of the entire outfit, as shown by figure 3.

Two large units of the character shown by figure 2 have been furnished the Wilkes-Barre and Wyoming Valley Traction Co., of Wilkes-Barre, Pa. These wheels are encased in a three-quarter steel plate housing, the wheels being 11 feet in diameter and driven by 12 x 10 vertical engines. They are intended to furnish induced draft in the power house in this railway plant.



FIG. 1.—"A B C" FAN WHEEL OF LATEST TYPE.

with in other lines of fan work, and even hardly anticipated in this. Most of the fans on the market to-day are built with two or three spiders, except in the very small sizes. A fan of the standard type usually has a bearing on each side of the fan, making the distance between bearings comparatively short. With this arrangement there is no deflection to the shaft, and the fan wheel is very smooth running.

But when these fans have to be adapted to the handling of hot gases it is positively

a relief, as by its own weight it will deflect.

Then again, the intense heat within the housing causes it to expand, and as the steel frame-work of the housing is outside and at a much lower temperature than the shell, the natural curvature, if any, is inward. Just

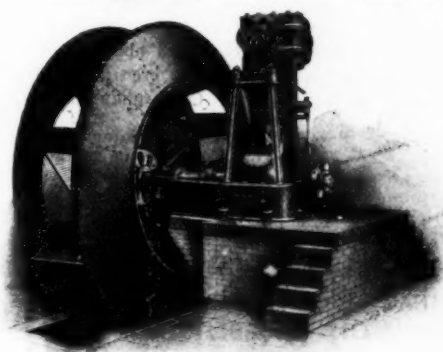


FIG. 2.—"A B C" TYPE B ENGINE Direct-Connected to Fan Wheel for Mechanical Draft Plant.

necessary to keep the bearings removed from the path in which the gases travel, as the bearing would become overheated. This necessitates either having an over-hung wheel or placing one bearing outside of the inlet chamber built on to the side of the fan. Unless the bearings were placed very close to the center of the fan, the overhang would

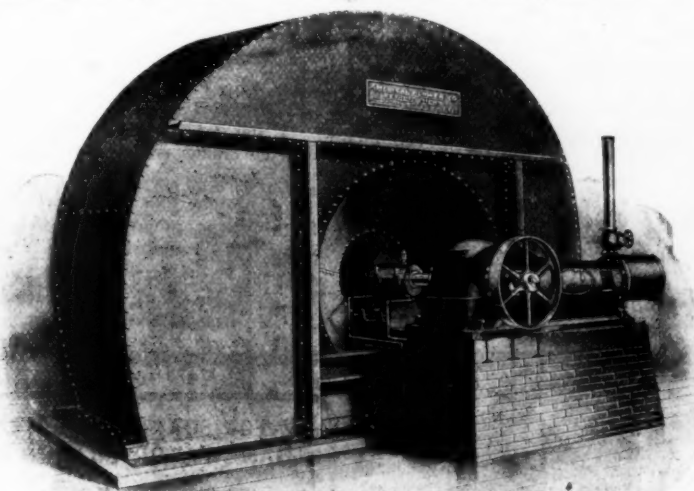


FIG. 3.—MOUNTED AS A COMPLETE UNIT.

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for steam, water, air, gas,
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Operated by Horse Power.

Suitable for filling large ice-boxes and for use at Packing Houses.

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ICE AND REFRIGERATION

NEW INCORPORATIONS.

San Rafael Creamery Company, of San Rafael, Cal., has been formed. The capital is \$10,000, and the incorporators M. T. Freitas and others.

Chicago Refrigerator Car Company, of Chicago, Ill., has been incorporated with \$300,000 under the laws of West Virginia. It will use \$2,500 capital in Illinois.

Sarona Creamery Company, of Madison, Wis., has been incorporated to operate creameries in Lane, Washburn and Baron counties. It has \$4,000 capital, and the directors are G. W. Levis and Walter Drake, and others.

Roanoke Ice and Coal Company, of Roanoke, Va., has been chartered with \$50,000 capital. The officers are, President J. A. Fishburn; vice-president, Charles Fishburn; secretary and treasurer, W. F. Nottingham.

Town of Lake Coal Company, of Chicago, Ill., with \$5,000 capital has been formed. The organizers are John Bogucki and Karoline Gapsewise. It will deal in coal, ice and grain.

Mills Brothers Company, of South Bend, Ind., has incorporated with \$250,000 capital to build cold storage plants in South Bend and other places. Wm. E. Mills is president.

Aurora Dairy Company, of Aurora, Ill., with \$20,000 capital has been chartered. The promoters are C. A. Racey, D. R. Millard and J. H. Squires.

ICE NOTES.

The Beechnut Packing Company, of Canajoharie, N. Y., is putting in a 330 h. p., Westinghouse motor to operate its ice plant.

The East Coast Electric Light, Power and Ice Company, of West Palm Beach, Fla., has sold to the Sanford Ice Company the old plant of the Lake Worth Ice Company, and Superintendent Hampton, of Sanford, has been loading the plant on the cars preparatory to shipping.

A new cold storage house is being built for the Finkenauer Brewery at Philadelphia.

Negotiations have been opened with manufacturers for the purchase of machinery for a proposed cold storage and ice plant to be located in Mobile, Ala., on Government street near Catherine, on the property once known as Cass' Garden. This will be the second cold storage plant projected in

Mobile for the coming winter. Weinacker Bros. are mentioned as the persons who are to erect the Government street plant. It is stated that the negotiations call for a plant of large storage and ice capacity.

One of the largest ice making machines at the plant of the Arkansas and Texas Ice and Coal Company, at Pine Bluff, Ark., is being dismantled and will be shipped to Lake Village, where it will be installed in the company's branch plant. The machine will be replaced by a more expensive machine of larger capacity, the purchase of which was necessitated by the rapidly increasing business.

The Government of Cape Colony, South Africa contemplates the erection of cold storage depots in all the ports and in the principal trade centers in that part of the world, and the purchase of a large number of refrigerator cars for its railroad lines.

The manufactured Ice and Cold Storage Company, of Bloomington, Ill., is doubling the size of its ice tank room. A new engine has been put in and other improvements are contemplated.

S. J. Hall, of Morgantown, W. Va., has bought E. M. Grant's interest in the Morgantown Ice Company, and has taken possession of the plant.

The Colonial Ice Company, of Pittsburg, Pa., has purchased the Duquesne Ice Company's plant for \$75,200. The sale was made by C. A. O'Brien as trustee.

FIRES AND ACCIDENTS.

Fire at the plant of the People's Ice and Coal Company at Hattiesburg, Miss., did \$1,500 damage recently. Fully insured. Cause unknown.

R. E. Todd's cold store at Roscoe, S. D., was burned recently. Loss, \$3,500. Fully insured; cause unknown.

C. Gove's ice house on Lagoon Island, just north of Albany, N. Y., was destroyed by fire on November 4. It was of 10,000 tons capacity. The house contained about 4,000 tons of old ice, as it had not been filled in two years. Loss, \$8,000. Cause unknown.

The Stillwell-Provisioner Laboratory, 36 Gold street, New York City, is the official laboratory of the New York Produce Exchange. Submit your tests to its chemists.



WATER-SOAKED PAPER CONDUCTS HEAT SEVEN TIMES FASTER THAN WATER-SOAKED WOOD, HENCE THE NECESSITY FOR

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Specialist in the DESIGNING and BUILDING of PACKING HOUSES, ICE, POWER and CREAMERY PLANTS. Upon application I will send to prospective builders a partial list of PLANTS I designed.

THE OLEOMARGARINE DECISION.

(Continued from page 17.)

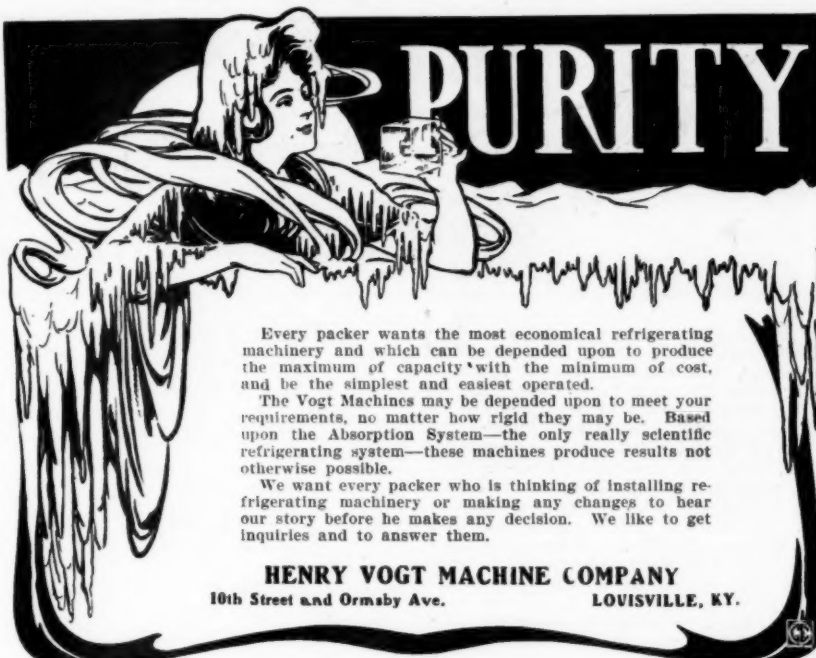
14½ ounces of milk; 1 pound and 4 ounces of salt; 1½ ounces of palm oil. In other words, out of 160 ounces, only 1½ ounces were palm oil. There was introduced in evidence a ruling of the Commissioner of Internal Revenue as follows:

This office rules that where so minute and infinitesimal a quantity of a vegetable oil is used in the manufacture of oleomargarine as is proposed to be used of palm oil, and through its use the finished product looks like butter of any shade of yellow, it can not be considered that the oil is used with the purpose or intention of being a bona fide constituent part or element of the product, but is used solely for the purpose of producing or imparting a yellow color to the oleomargarine, and, therefore, that the oleomargarine so colored is not free from artificial coloration and becomes subject to the tax of 10 cents per pound.

Now the contention is that Congress having by Section 2 named the possible ingredients of oleomargarine, the coloring given to a compound or some or all by the use of one of the named ingredients is a natural coloring, and not an artificial coloration subjecting to a tax of 10 cents per pound. In order that the precise contention may be understood we quote the following from one of the briefs filed for plaintiff in error:

"By parity of reasoning, when one is speaking of oleomargarine, natural coloration means a coloration due to a natural ingredient of oleomargarine, and to find out whether a certain ingredient is a natural ingredient of oleomargarine, we turn to the statute which defines the nature of oleomargarine. If the color-giving ingredients be a natural—that is, a statutory ingredient of oleomargarine—then how can it be truly said that the color caused by such ingredient is 'artificial coloration' merely because the quantity of such ingredient used is small or even minute, and the purpose of its use is to impart the desired color? Howsoever minute may be the quantity of palm oil used, it is none the less a vegetable oil, a statutory, or, so to speak, a natural ingredient of oleomargarine, and displaces in the finished product an equal volume of some other statutory ingredient of oleomargarine, as, for instance, cottonseed oil. The statute confers no power upon the commissioner to prescribe the formula for the manufacture of oleomargarine, or the proportion of the different ingredients, or to exclude any ingredient except upon the ground of its being deleterious to health. But does not the Government, in effect, assume such power to be in the commissioner when, by reason of his arbitrary classification, based upon the quantity of palm oil used, it requires a tax of 10 cents per pound upon oleomargarine containing a small or minute proportion of palm oil, while if the percentage used of that oil were large enough to constitute what the commissioner would regard as a substantial part of the finished product, it is conceded that the tax would be only one-fourth of a cent per pound?"

We do not undervalue the force of this argument, but, as applied to this case, hold that it can not prevail. It is true that under



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We want every packer who is thinking of installing refrigerating machinery or making any changes to hear our story before he makes any decision. We like to get inquiries and to answer them.

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the last clause of Section 2 oleomargarine includes "all mixtures and compounds" of the substances named, "made in imitation or semblance of butter, or, when so made, calculated or intended to be sold as butter or for butter," and that palm oil is a vegetable oil, one of those substances. But in this enumeration Congress included not only those substances which, entering into the composition of oleomargarine, make it suitable for food, and, so to speak, form its body, but also others used only for coloring. After naming some, it adds specifically "and other coloring matter." The purpose in so including "coloring matter" is obvious. It was to prevent excluding from the operation of the statute anything in its nature oleomargarine by the addition of a substance not in reality an ingredient, but serving substantially only the purpose of coloring the product to cause it to look like butter. The fact that one of the ingredients of this compound is palm oil does not show that such oil does anything else than color the product composed of other ingredients, and if it does substantially only this it is rightfully styled an artificial coloration. Otherwise, the proviso practically nullifies the body of the section. For "other coloring matter" includes all coloring matter, at least all of the nature of those named; and hence the addition of any coloring matter would produce only a natural and not an artificial coloration, and thus relieve the product from the 10-cent tax. It will be noted that the regular tax imposed upon oleomargarine by Section 8 is 10 cents a pound, the exception thereto being stated in the proviso, and a party who claims the benefit thereof must make it clear that his oleomargarine is within its scope. That exception is "when oleomargarine is free from artificial coloration that causes it to look like butter of any shade of yellow." Bearing in mind also that one of the purposes of this legislation was to prevent the sale of oleomargarine as and for butter, it must be held that when any substance, although named as a possible ingredient of oleomargarine, substantially serves only the function of coloring the mass, and so as to cause the product to "look like butter of any shade of yellow," it is an artificial coloration.

Whether the Commissioner of Internal Revenue has all the authority which is in terms committed to him by Section 14 need not be determined. The letter containing his ruling was admitted in evidence without objection. Irrespective of such ruling, and upon the other testimony, the judge who tried the

case, and whose decision must be considered as equivalent to the verdict of a jury, could rightfully have found that this package of oleomargarine was artificially colored by the small amount of palm oil used in its manufacture. A witness testified that he called at the place of business of the defendant, "and found this 10-pound package of oleomargarine, which had been colored with palm oil to a very decided shade of yellow, like natural June butter, bearing a tax-paid stamp of one-quarter of a cent a pound." Other witnesses testified to the exact per cent. of palm oil used in the preparation of the package. One said that "the article so manufactured was, according to a formula used in the course of business, with the exception of the palm oil. It is what we call the 'Daisy grade,' the lower grade. It is a substitute for butter." Another testified that "a very small proportion

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Atlanta, Century Building, Southern Power Supply Co.
Jacksonville, Atlantic Coast Line Ave., S. B. W. Acosta.
New Orleans, Magazine & Common Sts., Finlay, Dicks & Co., Ltd.
Cincinnati, 9 East Pearl St., C. F. Culbert.
Chicago, 16 N. Clark St., F. O. Schaeffer.
Milwaukee, 185 W. Water St., Central Warehouse.
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of palm oil is necessary only to produce what is considered a desirable color in oleomargarine. The color of palm oil is a reddish yellow. Its natural color is such that it may be used to make oleomargarine or white substances to look like butter." Further, the defendant offered quite an amount of testimony, which was received by the court and afterwards on motion stricken out as irrelevant and immaterial. Included in this was that of the secretary of the manufacturer, who testified that "before July 1, 1902, we used only the Wells-Richardson improved butter color to produce an artificial coloration. Since that date we have used the same article. We have used some palm oil. We used that for a few days only until the Commissioner of Internal Revenue ruled that its use would subject the produce to the 10 cent tax."

The verdict of a jury is conclusive upon a question of fact unless plainly against the evidence. The same weight, as we have said, must be given to the finding of a court, and upon the testimony received without objection a finding that this palm oil served substantially only to color the product can not be disturbed. Indeed, the fact was made certain by the testimony offered by the defendant, although that testimony was afterwards stricken out by the court as immaterial.

FOOD FADS AND PRACTICE.

Some scientists tell us that cheese is more nutritious than meat. That may be true theoretically. Some scientists tell us that sugar is a good, nourishing diet. That may be, technically, a correct statement. A new set of scientists tells us that sour milk adds longevity and is the real spring of perpetual youth. These discoveries may be true on abstract analyses. They may put meat into a back seat in theory.

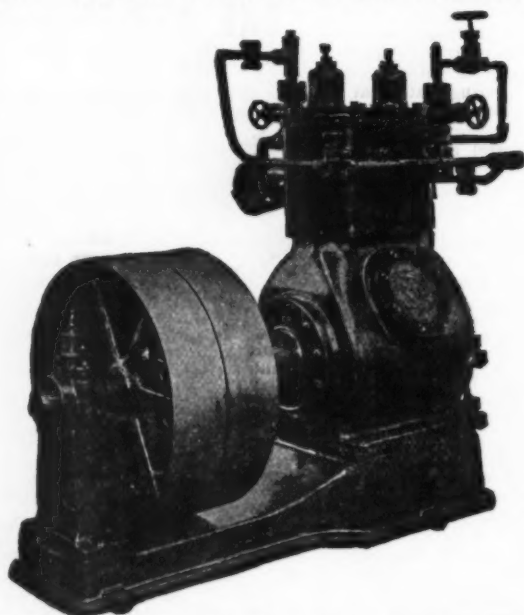
In the human system the whole solution may be changed. Under certain chemical conditions, as the human stomach produces during the process of digestion, the reaction may not be so favorable to the alleged superior substances. Refined cheese is easily digested. Ripe cheese is not the kind under analysis. The fresh cheese was the substance analyzed. The human stomach finds that fresh, or green cheese is indigestible. It forces the stomach to throw in the juices necessary to digest the mass. The effort fails, but weakens the gastronomic robustness of the digestive machinery. Ripe

cheese may have destroyed much of the cheese's former nutritive properties by the very process of ripening it.

Any mother can tell you of the affliction of worms from sugar eating. Sour milk may have its failings, when mixed in the system. The fountain of perpetual youth may be a simple milch cow or a sour milk cow, but people who drink the average city milk do not think so. Even with the scientific assurance, buttermilk baths may be neither popular nor efficacious. The average person thinks sour milk is not fit to drink. All the more credit, therefore, is due to the Pasteur Institute of London, Eng., for finding out that it is. Most people, however, will prefer taking on age than they will sour milk. The more timid might take it in lieu of the cold grave as a last resort. There are those who will dally with typhoid rather than drink filtered water. Sour milk may meet the same recklessness.

Sour milk pills from lemon colored cows may sound apropos, but the average man's idea of life and strength leans to meat and bread. It was so in the beginning, is now and may ever so be. There are many things which are excellent in themselves, but are misfit when applied to the human system. Meat is an old tried friend of long acquaintance and many tests. The human system accepts it, and may always do so.

"THE BRUNSWICK" REFRIGERATING AND ICE MAKING MACHINERY



Facts that are Interesting and Well Worth Investigating

WE LEAD THE WORLD in excellence of manufacture of this class of machinery.

Our machines are stronger in all working parts, simpler in construction, more efficient in action, cheaper in cost (efficiency considered) than any ammonia compressor on the market.

The essential features of all ammonia compressors are, durability of working parts, efficiency and simplicity of valve construction, and freedom from complications.

We stand ready to guarantee that our **COMPRESSOR VALVE**, which is a valve and safety head combined, **HAS GREATER EFFICIENCY**, with the same amount of power expended, **THAN ANY VALVE ON THE MARKET.**

The Brunswick Condenser has fifty per cent. fewer joints to keep tight. Twenty-five per cent. more condensing power, and (considering efficiency), is very much cheaper than any other make.

Write for detailed drawings of our valves compressors, condensers, etc., and COMPARE THEM WITH OTHER MANUFACTURERS.

We guarantee every claim we make. We invite a most searching investigation, and finally, we guarantee every plant we install.

THE BRUNSWICK REFRIGERATING CO., NEW BRUNSWICK, N. J.
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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbls., except lard which is quoted by the cwt., in tcs., pork and beef by the bbl., or tierces, and hogs by the cwt.

Occasionally Stronger Situations Based Upon Statistical Positions—No Decided Bullish Movements at Any Time—The Hog Supply a Restraining Influence—As It Becomes Larger Products Prices Are Likely to Suffer—Consumption of a Liberal Order, but Buying of Distributors Against It of a Conservative Order—The Speculation of a Quiet Character.

The products markets gained a little in their tone early in the week, and they fairly well held their improved situations, although at no time has the character of the trading been of sufficient force to warrant expectations of decided bullish movements.

The statistical position would without doubt be of an assuring order for a permanently firm line of prices for the products if they were not antagonistic influences to it from the hog supplies.

It is hard to believe that the products markets will find their way steadily upward, whatever strong temper in them is occasionally displayed, so long as there is the supply of the November and December marketing of hogs to be considered, and which now counts upon full receipts of hogs, especially in December.

There are no signs of an aroused speculation in the products, and this would somewhat work against expectations of bullish movements.

It could be contended that a bullish movement in the hog products would bring about revived interest from the outside speculators, and that the temper of the country in the way of speculation is more likely to im-

prove now than it was before the political election.

Indeed, it may be said that on Wednesday's trading markets, as the results of the political election were had, that there were reviving demands in a speculative way for several of the leading products, as aside from an improved financial situation. Nevertheless, the ideas concerning speculation are not that it will be of a brisk, general order; indeed, the entire commercial situation, as yet, lacks the elements for expectations of a marked improvement in it. On Thursday there was a reaction to lower prices.

There is no question but that the consumption of the hog products is of normal order; indeed, that it is encouraged by the reasonable prices for them, as well as from the fairly prosperous business conditions of the country. Therefore, that the productions are not accumulating materially. The Southern demands are good for meats, and, in fact, that in all home sources distributors' supplies are kept well down on the steady demands for them for home consumption. Then again, that Europe seems to be eating into in full degree the liberal supplies sent it within the last few weeks.

But the distributors of meats and lard are not, as yet, inclined to contract largely ahead of near needs for supplies; and the new orders from Europe are not of a brisk order, although the consignments to it of lard are of average volume, however somewhat reduced they are of meats, as after the heavy shipments of both meats and lard made to it several weeks since.

But however significant the consumption is there would seem to be prospects of a

liberal packing in December, as well as an increasing one over the late order of it through this month, and it would be against ordinary developments that a bullish market for the products will come about until the hog supplies are better forward.

Indeed, in the event of near future larger receipts of hogs it is altogether probable that the sentiment of the products markets will be modified and that a bearish temper will be the outcome.

The full effects of the big corn crop are not, of course, likely to be had before the spring months; and so long as the prices of corn keep around where they are it could be expected that the hog supply of the country with its relatively low value as against the market price of the grain, will be marketed promptly, with some loss of its weight.

But there is every prospect of a big supply of fats, for the season, however late in it the larger volume of it is had.

As aside from the liberal extent of the corn crop there is a fairly large cotton crop, although we are not among those who believe that the cotton crop is in excess of 11,000,000 bales.

However, the cotton crop would seem now to be about 1,000,000 bales more than that of last year, although that its volume is more uncertain than ordinarily for this time of the year, while recognizing the fact that there are many estimates afloat which place it anywhere up to 12,000,000 bales.

But there will be a full production of cottonseed fat, as well as hog fats and meats, yet that the point must not be lost sight of that if the prices for the cotton seed and hog fats are to remain for the season any-

THE W. J. WILCOX

LARD AND REFINING COMPANY

NEW YORK
OFFICES: 27 Beaver Street

Refiners of the Celebrated
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PURE
REFINED
LARD



where near the current easy basis for them, that the consumption of them, both in this country and Europe, will be much larger than ordinarily; therefore, that there would be, in that contingency, brisker season's markets than ordinarily.

Estimated Chicago stock: 31,000 bbls. contract pork (31,900 bbls. November 1), 19,250 tes. contract lard (25,357 tes. November 1), 5,250,000 lbs. ribs (7,249,000 lbs. November 1).

The average weight of hogs in Chicago last week was 231 lbs., against 226 lbs. in the previous week, 225 lbs. corresponding week 1903, and 228 lbs. in 1902.

In New York there is more doing in pork at firmer prices. Sales of 620 bbls. mess at \$12.50@13.25; 300 bbls. family at \$15.50@16; 450 bbls. short clear at \$14@15.50. Western steam lard has moderate export demand; quoted, at this writing, at \$7.55; city steam lard is somewhat nominal at \$7.12½; sale 250 tes. for export at \$7.12½. Compound lard is only moderately active at 5½@6c. for car lots. In city meats there is a fair sale for bellies at steady prices; sales of 55,000 lbs. pickled bellies, 12 lbs. average, at 9c.; 14 lbs. average, at 8¾c., and 10 lbs. average, at 9¼c.; green bellies at 8¾c.; green hams at 8¾c.; 1,500 loose pickled shoulders at 7½c., and 4,900 loose pickled hams at 9½@10¼c.

Exports for the week from Atlantic ports: 2,890 bbls. pork, 10,672,487 lbs. lard; 9,796,500 lbs. meats; corresponding week last year: 3,161 bbls. pork; 11,513,981 lbs. lard; 12,533,937 lbs. meats.

BEEF.—There is a very good inquiry for the low grades of barreled, and a generally firm market. The English shippers are doing little in tierced beef. City extra India mess, tes., \$15.50@16; barreled, mess, \$8.50@9; packet, \$10; family, \$11; Western flank, \$10.25 asked.

FRENCH ABATTOIR METHODS.

An interesting and entertaining look into French methods of handling livestock for slaughter and French abattoir practices is that in a description given by President Ryan, of the Cincinnati Abattoir Company, of his visit to the abattoir and stockyards at Paris.

The Paris municipal abattoir is the nearest approach to the American packinghouse, and though its methods are crude compared to ours, yet they are admirable in many ways. "While they are entirely devoid of our modern machinery and appliances in the slaughtering of stock, I must concede that the sanitary arrangements are simply admirable," says General Ryan. "The abattoir for cattle, sheep and calves is divided into about 800 compartments, each one of the rooms allotted to a single butcher having a space of about 35 by 25 feet, and is numbered, some of them having the owner's name on the outside. A like amount of space is assigned in the rear for a pen, where the cattle are tied to iron rails. The floors of the slaughtering rooms and pens are of cement, with admirable sewerage facilities and an abundant flow of fresh, clear water.

"The butchers occupying these stalls average in kill from five to ten cattle daily, and, as near as can be ascertained, there are from 4,000 to 5,000 head of cattle butchered every day in Paris. There has been considerable boasting of the marvelous manner in which the packers in America utilize the animal offal. Well, now, if the French butcher lets anything get away from him I failed to see it. To be sure, he handles it in a rather crude way, but he gets it all, and even more than the most progressive Chicago packer is able to utilize.

"One thing I could not fail to observe, and that is the absence of offensive odors in a place where so many animals are slaughtered in midsummer. This tells well for the cleanliness that is most rigidly enforced by the authorities. Of course, there is a natural odor from all such establishments, but it is rather more healthy than offensive.

"The abattoirs and stock yards cover fully a square mile of ground, and they are as

solidly constructed as iron, stone and cement can make them. A tremendous crescent-shaped roof of glass and iron covers the immense space. The roof is very high, with innumerable transoms, which give abundance of light and air. The floor is paved with flags, and kept scrupulously neat and clean. Instead of being allowed to run loose in the pens and hook and otherwise injure one another, the bovines are haltered to the iron fences, and through long corridors the buyers walk, having every opportunity to make their selections with little difficulty.

"The American livestock man may say that the haltering of these cattle involves considerable labor of itself. Well, I saw 6,000 head of cattle all fastened as described in the Paris stock yards, and the boys get so expert at this work that two of them can fasten a hundred head of cattle without difficulty in less than ten minutes.

"While some very fine heaves come down to Paris from Normandy and Brittany and bring big prices, yet, on the whole, their cattle are lighter in weight and of a more common order than we get here. The yards are not opened until 9 o'clock, and the selling of cattle continues until about noon, when they generally are all sold.

"The fancy and favorite meat with the Parisians is veal, and the calves offered for sale are fed out to perfection. The veals are at least 2 months old, all milk fed, and are nearly as fat as butter, weighing on an average 250 pounds, or 100 pounds heavier than is popular in our city. The hogs, however, are away beneath ours in quality. There were nearly 4,000 head of these animals for sale, every one white. Out of this number an American packer would not be able to get 500 good packers. The rest were what we call skips and scalawags, but they sell very high. These hogs are fed on mangel wurzels, turnips and buttermilk, for the Frenchman seems to be in mortal dread of trichina in the American hog. If the French hogs which I saw ever had such a disease it was certainly starved out of them."

PROVISIONS NOT CONTRABAND.

In a letter to the London Chamber of Commerce, Lord Lansdowne, secretary of state for foreign affairs, informs that body that Russia has met in a conciliatory spirit the protests of Great Britain and the United States against her declaration that certain articles shall be considered unconditionally contraband of war. Russia has conceded that certain provisions henceforth will be regarded as only conditionally contraband, the onus of proof lying with the captor.

EXPORTS OF PROVISIONS

Exports of hog products from Atlantic ports for week ending Nov. 5, 1904, with comparative tables:

	PORK, BARRELS.		
	Week Nov. 5, 1904.	Week Nov. 7, 1903.	Nov. 1 to Nov. 5, 1904.
United Kingdom....	372	287	572
Continent	741	641	741
So. and Cen. Am....	180	900	180
West Indies.....	1,098	1,011	1,098
Br. No. Am. Col....	524	322	524
Other countries.....	5	—	5
Totals	2,890	3,161	—

	BACON AND HAMS, POUNDS.		
	Week Nov. 5, 1904.	Week Nov. 7, 1903.	Nov. 1 to Nov. 5, 1904.
United Kingdom....	8,993,253	11,244,312	8,993,253
Continent	616,322	884,400	616,322
So. and Cen. Am....	118,925	112,725	118,925
West Indies.....	86,000	284,500	86,000
Br. No. Am. Col....	2,000	2,000	2,000
Other countries.....	—	6,000	—
Totals	9,796,500	12,533,937	9,796,500

	LARD, POUNDS.		
	Week Nov. 5, 1904.	Week Nov. 7, 1903.	Nov. 1 to Nov. 5, 1904.
United Kingdom....	3,468,415	5,024,751	3,468,415
Continent	6,473,177	5,127,680	6,473,177
So. and Cen. Am....	357,755	671,925	357,755
West Indies.....	265,540	652,370	265,540
Br. No. Am. Col....	30,450	13,160	30,450
Other countries.....	77,150	24,115	77,150
Totals	10,672,487	11,513,981	10,672,487

RECAPITULATION OF WEEK'S EXPORTS.

	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	2,452	4,043,450	3,561,570
Boston	112	2,032,276	1,649,947
Portland, Me.....	—	309,673	43,500
Philadelphia	125	—	938,242
Baltimore	175	148,472	4,018,000
New Orleans.....	26	10,025	107,625
Montreal	—	2,162,602	300,003
Galveston	—	—	33,000
Totals	2,890	9,796,500	10,672,487

COMPARATIVE SUMMARY.

	Nov. 1, 1904, to Nov. 5, 1904.	Nov. 1, 1903, to Nov. 7, 1903.	Decrease.
Pork, lbs.....	578,000	932,200	54,200
Bacon & hams, lbs.	9,796,500	12,533,937	2,737,437
Lard, lbs.....	10,672,487	11,513,981	841,494

OCEAN FREIGHTS.

	Liverpool. Per Ton.	Glasgow. Per Ton.	Hamburg. Per 100.
Canned meats.....	7 6	12 6	18c
Oil cake.....	6 3	5	18c
Bacon.....	7 6	12 6	18c
Lard, tierces.....	7 6	12 6	18c
Cheese.....	20	26	2M
Butter.....	25	30	2M
Tallow.....	7 6	1a	18c
Beef, per tierce.....	1 6	2 6	18c
Pork, per bbl.....	1 8	3 0	18c

EXPORTS SHOWN BY STEAMERS.

Following were the exports of commodities from New York to foreign ports for the week ending Saturday, November 5, 1904, as shown by Lunham & Moore's statement:

Steamers.	Destination.	Oil		—Beef—		—Lard—	
		Cake.	Cheese.	Bacon.	Butter.	Tcs.	Pkgs.
Umbria, Liverpool		239	170	—	—	50	—
Armenian, Liverpool		3256	1251	216	95	165	2610
1 Baltic, Liverpool		578	2544	183	—	230	3604
St. Paul, Southampton.....		—	1804	—	—	—	1050
Mesaba, London		300	117	2036	—	50	6195
Pennsylvania, Hamburg		—	50	10	186	123	6585
Statendam, Rotterdam		11488	25	78	110	38	573
British King, Antwerp.....		5500	25	25	—	55	776
Kroonland, Antwerp		3576	175	40	—	164	50
La Savoie, Havre		500	—	—	—	—	375
Koenigin Luise, Mediterranean..		—	—	—	—	38	450
Slavonia, Mediterranean.....		—	—	—	—	—	134
Cretic, Mediterranean		—	40	—	—	—	150
Totals		24320	1117	6201	2219	369	3763
Last week		36001	4718	7476	2623	680	1077
Same time in 1903.....		18518	4433	7592	1175	340	677
1—100 hhd. tallow.		—	—	—	—	83	10534



See Page 48 for Bargains



TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—There was no London auction sale on Wednesday, on account of a holiday. But the private advices from England were of dull and easy markets.

It is not that export demand could be expected from England at its current prices as against those in this country whereby any slackness would prevail here from the tone of the English markets, but only that sentiment would be slightly affected in this country by any foreign news concerning the tallow markets in either the United Kingdom or Continental markets.

Yet the markets in this country for the week, especially the Eastern markets, and more particularly New York, are at least as well sustained in their market prices for tallow as they were in the previous week. Indeed, we think that the New York market is a little firmer than then, although the trading is chiefly in out-of-town made goods.

The New York market has not as much city hogshead tallow as ordinarily, after the late business in it, but will begin making accumulations this week of the city hogsheads.

The production of city hogshead tallow is now weekly about 650 hhds.; after deducting something more than 200 hhds. that are put upon running contracts with the soap-makers, it is clear that it would take a couple of weeks to make a material accumulation of city hhds. tallow in the event of demands keeping quiet for it.

Just now it would be impossible to buy city hogshead tallow at 4½¢; for the little of it that the city melters have to sell they ask 4¾¢.

While there is some trade talk that we are to have easier tallow markets it must be said that they do not look as a probable outcome for the near future.

We think that the consumption of the tallow is well alongside of the productions of it, even though the trading in the tallow seems to be not active, or at least without excitement. The demands for the tallow seems to be more of a steady order, and does not cover large quantities at any time; but the steady buying uses up the offerings of the tallow. It does not appear to us as if there were materially large accumulations of the tallow, as covering the holdings of the country generally. And it might result that in

the event of a permanently bullish lard market that the tallow market would be in better position than it is at present. We think that the productions of tallow over the country, while they are somewhat larger than in the summer months, yet that they are not up to their normal volume, possibly in part because that the meat consumption, as a whole, is not as large as ordinarily but mainly for the reason that the cattle are of rather poor quality, and that the collections of fat are of less volume than usual.

The lard market is, at this writing, rather a firm one, and from statistical reasons alone it could be put higher. Nevertheless, it would be hard to understand that permanently bullish movements would be the outcome of the lard market until the hog supplies are more freely forward; larger hog supplies are among the probabilities up to the beginning of the new year. On Thursday there was a reaction to lower prices for the lard.

The compound makers are not now actively interested in buying tallow, but the soap-makers are using up the productions of it rather freely as their manufactured goods business is of good volume.

City in tierces is not offered freely, as there is less than the ordinary amount of tallow now put up in tierces in New York; it is doubtful if it could be had under 4½¢.

Edible tallow has been had at 5¼¢, and it is not now above that price; indeed, it could be further had probably at 5¼¢; sales of 200 tcs. at 5¼¢.

The country made tallow is being placed steadily close to its offerings; it is not in large receipt, and the soapmakers' wants of it are of fair volume. Sales of 450,000 pounds country made, for the week, at 4¼¢ to 4¾¢, and at 4¾¢ for some especially desirable lots. The Western markets are without marked vitality or without material change from the previous week; prime packers there quoted at 4¾¢, and city renderers at 4¼¢.

(Continued on page 42.)

OLEO OIL.—Very little doing in the Dutch market where the supplies on offer are light of the best grades, and are about 6,000 tcs., all told, chiefly of the under

grades. The butterine business is good, but the makers seem to have ample supplies of the raw materials. Rotterdam at 52 florins; New York, choice at 9¾¢; prime, 7¾¢; low grade at 6¢.

OLEO STEARINE.—The market came down to 7¢ in New York, at which 150,000 pounds were sold to the compound makers, and it is now rather steady at 7¢. The Chicago market is, at this writing, at 7¢ bid. There is now only a very moderate accumulation at the East, but considerable of a supply at the West. Our Eastern pressers have met the same position as it developed, but the West does not take kindly to the late sharp reduction in prices. However, there is no sign that the compound makers are at all anxious to buy more of the stearine than they actually need for near use, as the outlook of the compound lard business or of the pure lard market is not an assuring one, although the present temper of the lard market is a fairly firm one. The compound makers feel that hog supplies will have to be better forward before there is a permanently bullish movement in lard, and on Thursday there was a reaction to lower prices for the lard.

LARD STEARINE.—The lard refiners are rather more interested in the offerings. Quotations are 8@8¼¢.

COTTONSEED STEARINE.—There is a little more of a demand from foreign markets, with a little freer supply on offer. Quoted at 34¢ to 38¢ per gallon.

GREASE.—The foreign markets are a little more freely interested in the offers of supplies at the recent quoted easier prices for them. The home soapmakers are more freely buying. The pressers are doing little. Yellow quoted at 3¾@3¾¢; house at 3¾@4¼¢; bone at 3¾@4¼¢; B white at 4½@4¾¢; A white at 5¢.

GREASE STEARINE.—Offers of supplies are moderate, and prices are sustained more because of it, rather than from material demand. Yellow quoted at 4¾¢, and white at 5¼¢.

COCOANUT OIL.—Market fairly well sustained at the easier prices of the previous week. There is a trifle freer demand. Ceylon, spot, 7@7½¢; do. November and December arrival, at 6¾@7¢; October to

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November shipments, at 6½@6¾c. Cochin, spot, 7¼@7½c.; do. October and December shipments, 7c.; October and November arrival, 7¼c.

PALM OIL.—A small business on the moderate stocks. Prices are not varying materially. Red, commercial, at 5¼c. Lagos, at 6c.

LARD OIL.—There is a little freer jobbing business in prime, which is quoted at 61@62c. per gallon.

CORN OIL.—Exporters are reserved buyers. The market is a little irregular. Car lots at \$3.50; job lots at \$3.75@3.90.

NEATSFOOT OIL.—The jobbing business is enlarging a little, and the market has a fairly regular tone; 20 cold test at 95@96c.; 30 do., at 84@85c.; 40 do., at 62c.; prime at 50c.; dark at 45@46c.

PRODUCE EXCHANGE NOTES.

New members: Fred A. Heywood, G. W. Lembeck, W. S. Post, T. F. Rogers, J. M. Smart.

Proposed for membership: George B. Douglass, Wm. M. Bedell, Louis K. Hirsch.

Visitors: Henry Lehman, Antwerp; John Engel, Hamburg; J. Whelan, Glasgow; H. Griesen, St. Thomas; John Tideman, Bremen; S. H. Moore, Nova Scotia; H. W. Dooley, Porto Rico; J. E. de Meza, New Orleans; J. C. Mullen, W. A. John, G. A. Lunbeck, Chicago.

OCTOBER STOCKYARDS REPORTS.

Following are the official statistics of receipts and disposition of livestock at the various centers for the month of October, 1904, as compared with the same period last year, and the comparisons for ten months to October 31:

KANSAS CITY.

Receipts.

	Cattle.	Hogs.	Sheep.
October, 1904...	305,789	160,986	136,386
October, 1903...	280,545	138,406	157,675
Jan.-Oct., 1904...	1,635,823	1,755,859	849,699
Jan.-Oct., 1903...	1,580,792	1,627,137	956,507

Shipments.

	Cattle.	Hogs.	Sheep.
October, 1904...	161,829	10,712	60,125
October, 1903...	175,460	3,185	72,731
Jan.-Oct., 1904...	817,212	130,870	227,297
Jan.-Oct., 1903...	755,061	76,140	292,493

Consumed in Kansas City.

	Cattle.	Hogs.	Sheep.
October, 1904...	134,043	151,910	71,948
October, 1903...	120,903	139,842	85,756
Jan.-Oct., 1904...	818,611	1,624,989	922,402
Jan.-Oct., 1903...	825,731	1,550,997	664,114

Average weight of hogs: October, 1904, 195 lbs.; October, 1903, 223 lbs.

ST. PAUL.

Receipts.

	Cattle.	Hogs.	Sheep.
October, 1904...	81,090	63,732	174,278
October, 1903...	51,632	56,890	258,072
Jan.-Oct., 1904...	294,829	687,800	590,469
Jan.-Oct., 1903...	256,390	556,628	606,648

Shipments.

	Cattle.	Hogs.	Sheep.
October, 1904...	62,131	312	137,253
October, 1903...	44,741	2,466	204,357
Jan.-Oct., 1904...	205,561	59,941	486,497
Jan.-Oct., 1903...	181,156	24,817	480,345

Consumed in St. Paul.

	Cattle.	Hogs.	Sheep.
October, 1904...	15,572	63,600	14,316
Jan.-Oct., 1904...	68,641	627,855	145,994

Average weight of hogs: October, 1904, 214 pounds.

SIoux CITY.

Receipts.

	Cattle.	Hogs.	Sheep.
October, 1904...	41,218	59,250	5,848
October, 1903...	42,217	43,707	7,667
Jan.-Oct., 1904...	265,760	849,112	19,216
Jan.-Oct., 1903...	333,000	768,439	33,558

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CABLE ADDRESS "COTTONOIL," Louisville.

Shipments.

October, 1904...	25,399	33,131	4,743
October, 1903...	30,133	21,963	6,055
Jan.-Oct., 1904...	167,050	224	4,746
Jan.-Oct., 1903...	227,787	338	5,642

Consumed in Sioux City.

October, 1904...	8,864	26,154	899
October, 1903...	7,830	21,745	1,604
Jan.-Oct., 1904...	49,015	349,642	5,042
Jan.-Oct., 1903...	59,117	367,779	15,996

Average weight of hogs: October, 1904, 257 lbs.; October, 1903, 278 lbs.

CHICAGO.

Receipts.

	Cattle.	Hogs.	Sheep.
October, 1904...	362,376	477,217	574,694
October, 1903...	338,763	451,331	585,561
Jan.-Oct., 1904...	2,637,276	5,728,627	3,763,868
Jan.-Oct., 1903...	2,847,049	5,803,253	3,682,550

Shipments.

	Cattle.	Hogs.	Sheep.
October, 1904...	132,335	83,131	251,401
October, 1903...	146,285	90,798	238,663
Jan.-Oct., 1904...	1,086,798	1,416,031	1,197,693
Jan.-Oct., 1903...	1,041,666	1,026,787	744,176

Consumed in Chicago.

	Cattle.	Hogs.	Sheep.
October, 1904...	230,041	394,086	323,293
October, 1903...	192,478	360,533	346,898
Jan.-Oct., 1904...	1,550,478	4,312,596	2,566,175
Jan.-Oct., 1903...	1,805,383	4,776,466	2,938,374

Average weight of hogs: October, 1904, 230 lbs.; October, 1903, 241 lbs.

ST. JOSEPH.

Receipts.

	Cattle.	Hogs.	Sheep.
October, 1904...	71,507	109,890	63,297
October, 1903...	70,241	93,305	53,642
Jan.-Oct., 1904...	441,299	1,289,717	713,740
Jan.-Oct., 1903...	489,220	1,426,852	548,262

Shipments.

	Cattle.	Hogs.	Sheep.
October, 1904...	13,046	374	24,345
October, 1903...	23,576	6,308	19,616
Jan.-Oct., 1904...	87,434	938	53,050
Jan.-Oct., 1903...	117,918	3,848	44,214

Consumed in St. Joseph.

	Cattle.	Hogs.	Sheep.
October, 1904...	58,260	149,286	42,663
October, 1903...	44,773	86,984	33,118
Jan.-Oct., 1904...	319,014	1,201,423	447,545
Jan.-Oct., 1903...	336,814	1,315,793	399,920

Average weight of hogs: October, 1904, 227 lbs.; October, 1903, 247 lbs.

OMAHA.

Receipts.

	Cattle.	Hogs.	Sheep.
October, 1904...	121,266	125,059	308,433
October, 1903...	137,366	100,479	352,191
Jan.-Oct., 1904...	774,124	1,903,012	1,485,464
Jan.-Oct., 1903...	900,858	1,863,314	1,452,831

Shipments.

	Cattle.	Hogs.	Sheep.
October, 1904...	46,484	9,628	205,011
October, 1903...	62,015	4,168	260,218
Jan.-Oct., 1904...	243,033	192,954	712,396
Jan.-Oct., 1903...	277,391	38,688	741,419

Consumed in Omaha.

	Cattle.	Hogs.	Sheep.
October, 1904...	66,048	115,362	98,751
October, 1903...	72,530	95,399	82,008
Jan.-Oct., 1904...	531,091	1,710,058	773,068
Jan.-Oct., 1903...	623,467	1,824,626	711,412

Average weight of hogs: October, 1904, 251 lbs.; October, 1903, 278 lbs.

DENVER.

Receipts.

	Cattle.	Hogs.	Sheep.
October, 1904...	28,238	10,565	160,779
October, 1903...	19,815	14,708	151,715
Jan.-Oct., 1904...	213,240	134,775	305,162
Jan.-Oct., 1903...	248,924	116,893	318,090

Shipments.

	Cattle.	Hogs.	Sheep.
October, 1904...	20,382	400	125,427
October, 1903...	16,216	708	144,278
Jan.-Oct., 1904...	170,876	3,912	207,437
Jan.-Oct., 1903...	216,372	3,902	251,676

Consumed in Denver.

	Cattle.	Hogs.	Sheep.
October, 1904...	4,391	10,165	18,801
October, 1903...	3,475	14,000	8,046
Jan.-Oct., 1904...	37,157	130,863	77,168
Jan.-Oct., 1903...	28,953	112,991	68,189

"SQUEEZE LARD," HE SAID.

The head of one of the big packing companies was asked the other day for a political contribution. He wrote a check, apologizing for its modest figure by explaining that he had had a strike on hand, and had been losing money on beef this year.

"You are a bit short, then?" he was asked.

"Yes, that's it," the cute packer replied.

"Short on lard or pork?"

"I'm hard up," he replied with a smile.

"Then squeeze lard a little."

The packer could not resist the humor of the situation, and laughed outright, but he did not increase the contribution. This story comes from a friend who heard the conversation. The packer is known as a prominent speculator in provisions.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mill Superintendents' Association of the United States.

Reactions to Stronger Prices Based Upon Speculative Demand from the South and Decreased Seed Receipts—Only Moderate Export Demand—Compound Makers Still Conservative—Better Inquiry From Soap-makers.

Speculation this week has carried the market to stronger prices. It has come largely from the South, and has, of course, been chiefly for January and later deliveries; nevertheless all of the early months have not only sympathized in the firmer tone, but have had direct features of firmness through a falling off in the seed receipts and a somewhat more confident tone of the South concerning its prices for crude oil, and where a slight advance in prices is asked. This tone of decided confidence prevailed up to Thursday afternoon, when there was a slightly slacker feeling in New York, but continued firmness at the South.

We think that there has been also more desire to buy the crude oil on the part of the refineries and that they have offered for some large lots a trifle steadier price than they would have been willing to pay in the previous week, but that the mills want at least one-half cent advance for the crude from the inside prices made for it only latterly.

There is no question but that there is plenty of crude oil to be had, and only that the South is looking upon the oil position with more confidence and that it is dismissing from consideration some of the late bearish views entertained concerning the market.

It must be said that not much help is given the firmer attitude of the market by the compound makers or exporters demands, although we think that the soapmakers at the West are rather more freely buying and that some of the refineries would take up the crude oil much more freely if they could get it at the late easy prices.

There is no question but that there is a

very fair consumption of the oil by home sources, yet that the compound makers particularly—at least most of them—had contracted for supplies a few weeks ahead and that they are using up their accumulations rather than showing a mood for new buying.

Indeed no home source of buying cares to exceed in its takings of the oil near needs of it for consumption, and the policy is continued which was adopted some months since by it, of protecting only actual wants of all raw materials. There is no question but that the home consumers have in mind that the corn and cotton crops are large enough to provide ample supplies of fats for the season at reasonable prices, however changed the prices may be from the current trading basis, concerning which they seem willing to take the risk.

Our opinion has been that late prices for fats were very reasonable in value for a large consumption, and that this large consumption is steadily under way, however careful the manufacturers are in buying the raw materials against it.

While we look for a somewhat larger oil production for the season, as implied in our previous weeks' review as compared with the two years ago largest production had up to that time, and materially above the production of last year, yet we are not among those with ideas of a cotton crop for this season over 11,000,000 bales, and for reasons outlined in our last week's publication, although confessing that a decided estimate of the cotton crop cannot be made for a few days more.

But if there should be a 11,000,000-bale cotton crop, it would be 1,000,000 bales more than that had in the previous season.

As the cotton crop was an earlier one this year than that of the previous year, the comparison of the movements of the cotton for the two years is no guide to the extent of the crop. The fact then that there had been

more than 900,000 bales of cotton in sight this year than in the previous year up to a week ago offered no especial significance as to the size of the current year's cotton crop. Just now the movement of cotton is falling off in figures by comparison with that of last year, as in last year at this time the cotton crop was moving forward in normal volume.

The fact then that seed receipts over the South a few weeks since were much larger than those had at the corresponding time in the previous season was, of course, in part because the cotton crop this year was an earlier one than that of last year, in addition to the fact that it is a larger one than then.

The offerings of seed supplies at the South, therefore, are diminishing from the seeming falling off in the ginning, and, as well, perhaps, from some dissatisfaction of the sellers of the seed with its prices.

Indeed we learn that a slightly increasing quantity of the seed is going on the compost heap for fertilizing purposes. But this does not disturb, as yet, the opinion that the season's cotton oil production will be the largest yet had, moderately so, and for the reason that we think that the cotton crop is a sufficiently large one for it, and that the seed supplies will be had if not at one price then at another for the larger production, and in consideration of the situation that if oil prices are to keep anywhere around their current prices that the indicated large production of the oil will be needed to satisfy home and European demands for it, and that it will be produced if for no other reason than to meet demands for it.

The corn crop is, of course, a large one, however the difference of opinion that it will reach quite 2,500,000,000 bushels; moreover, it is of much better quality than that had for the previous year's crop and will go that much further in use. It would be, of course, next

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spring, before the full effect of the corn crop could be had on animal fat supplies. But there are calculations of abundant supplies, both of cottonseed and animal fats for the season. Nevertheless it is a question as to whether the conservative mood in buying by distributors and manufacturers is not giving quite as reasonable prices for raw materials at the beginning of the season as will be had at any other time in it, since there is no question but that consumption is good at the current prices, and that so long as prices hold down to where they are that it will keep liberal, whereby there will be a necessity of steady buying by the distributors and manufacturers, which, while it may keep market conditions unexcited, will lead to, for this season, a larger than ordinary absorption of supplies.

The compound makers at the West would perhaps have more difficulty in buying the bleaching grades in tanks at 25c. and New York quotes about 26c. for it, although one sale was made in New York at 25½c.

Crude in tanks at the Southeast mills sold a few days since at 20c., and afterwards held at 20½c. for near delivery, while for December delivery it sold at 21c., and there have been sales of 45 tanks at the Southeast mills at 20@20½c. for prompt delivery, chiefly at 20c., and 30 tanks for December delivery at 21c.; 21c. was bid, basis Memphis freight, and in Texas 20 tanks crude sold at 19½c.

The exporters have been moderate buyers of edible oils in New York at 30½@31c., and they have been making bids on prime yellow moderately, but have not, as yet, followed in a decided way the firmer market tone here.

The position of the other fat markets with

which cotton oil is usually associated in developments has been latterly as follows: That there was a slightly hardened tone to the lard market early in the week, particularly on Wednesday, largely then from sentiment as following the political election, and that any improved tone was permitted by the statistical position of the lard; nevertheless that the market for it became easier, and that on the whole the lard position is not an assuring one, while it bears out our recent forecast of it, in that, however, lard may be taken up for bullish turns at some later time in the season in order to more freely sell the even later futures of it, and as a bull movement would then probably be favored by the steady good consumption, that it is improbable that permanently bullish movements for the lard will develop in the active packing season, as through November and December, in which latter month particularly it is now expected that the hog supplies will be of more importance than those at present. The fact that there are only moderate stocks at present of the hog products is, in our opinion, a bearish rather than a bullish feature, since they permit greater freedom in taking away larger hog supplies. Nevertheless we are not looking for any radical decline in the prices of the lard, however easier they may become. There is no question but with the cost of hogs the lard prices ought to be higher, but that the chances are more in favor of easier cost hogs than higher lard prices, at least for awhile, and that lard is likely to be somewhat lower.

The compound lard consumption is of fair volume, but the buying of it by the distributors is in a conservative way; or, in other words, the distributors are not putting in stocks of the compound lard largely ahead of demands from the consumers for it.

The tallow market is at present rather firm in New York at 4¼c. bid for city hogheads and 4¾c. asked for it, and there is a very good consumption of the tallow by the soap-makers, which seems to use up the productions, particularly as the productions of the tallow are not as large as ordinarily at this

time of the year and because of the cattle not only are running rather poor in quality, but the consumption of meat is less than usual, whereby the fat collections are of less volume than usually looked for at this time of the year.

The New York market for the week has been as follows: At the close of the previous week prime yellow, November delivery, 26¾@27c.; December, 27@27½c.; January, 27¾@28c.; March, 28½@29c.; May, 29½@29¾c., and sales of 500 barrels May at 29½c.

On Monday a weaker market early in the day and firmer and more active in the afternoon. Sales of 400 bbls. prime yellow, November, 26¾c.; 100 bbls. do. at 27c.; 600 bbls. do., December, at 27½c.; 100 bbls. do., January, at 28c.; 400 bbls. do., March, at 29c.; 700 bbls. do., May, at 29½c. Prices early in the day: November, 26½@26¾c.; December, 27@27½c.; January, 27½@28c.; March, 28½@29c.; May at 29¼@29½c.; and late in the day: November, 27@27½c.; December, 27¼@27½c.; January, 28@28¼c.; March, 28¾@29c.; May, 29½@29¾c.

Tuesday, a holiday.

On Wednesday a firm market and an advance of ¼@½c. in the afternoon. Early prices were: Prime yellow, November, 26¾@27¼c.; December, 27¼@27¾c.; January, 28@28¼c.; March, 29@29¼c.; May, 29½@30c.; and in the afternoon prices: November, 27¼@27¾c.; December, 27½@28c.; January, 28¼@28¾c.; March, 29¼@29¾c.; May, 30@30½c. Sales 200 bbls. prime yellow, November, 27½c., and 100 bbls. do., May, at 30c.

On Thursday the tone early in the day continued strong. Sales early, 100 bbls. prime yellow, January, at 28½c.; 100 bbls. do., March, at 29½c.; 900 bbls. do., May, at 30c.; prices then: November, 27¼@28c., afterwards 27½c. bid; 27¾c. bid for immediate; December at 27½@28¼c.; January, 28¼@28¾c.; March, 29½@29¾c.; May, 29¾@30¼c.; February, 29c. bid. In the afternoon the tone was quieter, without sales, and quotations as follows: November, 27¼@27¾c.; December, 27½@28c.; January, 28@28¼c.; March, 29@29¼c.; May, 29½@29¾c.

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DALLAS, TEXAS.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, Nov. 10.—The demand for oil at present low prices is very good, and offerings on the part of sellers are less numerous. Prices have not changed very much, but are possibly a shade higher. It appears from the bids made on the Exchange for round lots of oil that market cannot be manipulated down any further without selling of large quantities, and even then it goes down only temporarily. Last week one of the leading refiners sold 6,000 bbls. at one time, and still the market did not go down; in fact, it is now even higher than it was then.

This is what the bulls point out as an argument in their favor, but a still better argument is no doubt the fact that November oil is getting to be less plentiful, and oil sold in this market for November delivery at a discount of 1/2c. under December is not being tendered. This has created a better demand for prompt oil, which is moving up closer to December and January options. The mills also claim that the receipts of seed are falling off, and that same will stimulate buying.

The bears while admitting a good demand for oil from all quarters claim that the demand is only temporary, and that same is being satisfied by the sellers. They claim that considering the enormous quantities that are being bought every day, buyers will soon be filled up, and will have to withdraw. They anticipate a total crush as large as two years ago.

Since October 20 we have been pointing out that the decline has come to a standstill, and that we did not anticipate much change in price, and our anticipations have so far been realized. We have not changed our views to any extent. We do not see how November oil can go below 27c. as long as the present decline keeps up and with good demand for prompt oil there is no reason why futures should go down. Should, however, prompt oil be in more urgent demand or buying of futures in excess of the offerings, we may possibly see an advance. It is not impossible that both the spot and future markets may harden. Anyway, oil at present is on a level where it can be rapidly bought and sold as specially pointed out in our last circular, and fluctuations ought to be comparatively small for the time being.

Closing prices at noon to-day were as follows: Prime summer yellow cottonseed oil, November, 27 3/4c. asked and 27 1/2c. bid; December, 28 1/4c. asked and 27 3/4c. bid; January, 28 1/2c. sales; February, 29 1/4c. asked and 29c. bid; March, 29 1/2c. sales; May, 30c. sales.

We further quote: Prime winter yellow cottonseed oil, 31 1/2c.; prime summer white cottonseed oil, 31c.; Hull quotation of cottonseed oil, 17s. 4 1/2d.; prime crude oil in tanks in Southeast, November, 20 1/4@20 1/2c.; December, 20 3/4@21c.; January, 21 1/2c.; February, 22c.; March, 22 1/2c.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil for the week ending November 10 and since September 1 were:

From New York.

Port.	For week.	Since Sept. 1.
Bbls.	Bbls.	Bbls.
Acajutla	19	25
Adelaide	—	53
Alexandria	54	614
Algiers	—	535
Ancona	—	150
Antigua	—	76
Antwerp	—	475
Auckland	—	35
Barbados	28	93
Bergen	—	100
Bordeaux	50	550
Bridgetown	—	67
Bristol	—	10
Buenos Ayres	—	334
Cape Town	—	125
Cardiff	—	10
Cayenne	—	51
Christiania	—	101
Christiansand	—	25
Colon	11	113
Cornaby	—	1,125
Copenhagen	—	20
Corinto	—	800
Dantzig	—	197
Demerara	—	76
Dublin	—	5,308
Dundee	—	200
Dunkirk	—	35
East London	—	569
Fort de France	—	58
Fremantle	—	450
Galatz	300	9,435
Genoa	—	74
Georgetown	—	100
Gibraltar	—	100
Glasgow	—	579
Gothenberg	—	494
Gundaloupe	—	1,390
Hamburg	—	362
Havana	203	6,411
Harre	—	54
Hong Kong	—	—

Hull	—	130
Kingston	—	570
Konigsberg	—	350
La Gualra	473	489
Leghorn	—	1,034
Liverpool	190	1,117
London	—	200
Macoris	—	570
Malmo	—	6
Malta	—	278
Manchester	—	95
Marseilles	—	1,925
Martinique	—	185
Massowah	—	19
Melbourne	—	164
Montevideo	38	1,570
Naples	225	1,075
Oran	—	1,706
Port au Prince	—	5
Port Limon	—	6
Port Natal	—	86
Porto Cabello	—	7
Port of Spain	10	25
Rio Janeiro	—	790
Rotterdam	50	2,065
St. Kitts	—	176
St. Thomas	—	24
Santiago	—	162
Santos	—	10
Sierra Leone	—	250
Southampton	—	105
Stavanger	—	1,375
Stettin	—	265
Stockholm	—	376
Sydney	—	800
Trieste	—	109
Trinidad	—	57
Valparaiso	—	686
Vello	—	100
Venice	—	5,890
Vera Cruz	9	46
Totals	2,626	50,921

From New Orleans.

Antwerp	—	1,450
Belfast	250	250
Bremen	—	808
Copenhagen	—	150
Genoa	—	50
Glasgow	—	1,636
Hamburg	—	3,445
Havana	—	80
Harre	—	100
Liverpool	—	800
London	—	560
Marseilles	—	2,825
Rotterdam	10,480	17,163
Trieste	—	4,400
Totals	10,730	33,980

From Galveston.

Antwerp	100	2,060
Hamburg	—	80
Rotterdam	—	9,748
Trieste	—	50
Vera Cruz	—	3,300
Totals	100	15,258

From Baltimore.

Antwerp	—	230
Bremerhaven	—	200
Rotterdam	—	1,750
Stettin	—	530
Totals	—	2,710

From Newport News.

Hamburg	—	2,724
Liverpool	—	100
London	—	104
Rotterdam	—	2,308
Totals	—	6,236

Recapitulation.

From New York	2,626	50,921
From New Orleans	10,730	33,980
From Galveston	100	15,258
From Baltimore	—	2,710
From Newport News	—	6,236
Grand totals, all ports	13,456	118,114

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SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 10.—Oil better inquiry; 19c. freely bid; occasional sales at 19¼@19½c. Meal, \$22.75 bid, f. o. b. Galveston. Loose cake, \$17.75 bid, f. o. b. mill. Linters, \$3.75@4, according to grade.

Memphis.

(Special Wire to The National Provisioner from Grant Bros. Co.)

Memphis, Tenn., Nov. 10.—Good demand for December and January crude at 21c. Valley, Arkansas and Southeast points prompt and November buyers, 20¼c.; sellers, 21c. Little doing in future delivery crude. Prime meal, \$20.75; hulls, \$3.25@3.50. Linters around 4c.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 10.—Nineteen cents bid for Texas, 19½c. asked; 20c. bid for Valley, 21½c. asked; buyers indifferent; undertone weaker, due to large stocks of crude; some demand for P. S. Y. at 26½c.; O. S. Y. at 25½c. ship's side New Orleans. Cake and meal tending lower. Prime meal, prompt shipment, might bring \$25.50; last half November, \$25. Cake, 25c. a ton less. Hulls unchanged.

Kansas City.

(Special Wire to The National Provisioner.)

Kansas City, Mo., Nov. 11.—Cotton oil market quieter; higher; asking prices checking demand; prime crude not salable over 19½c. Texas, and 20c. territories, with more favorable freight rates. Bleachable yellow sold on basis of 22c. Texas; butter oil 23c. Texas.

CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, Nov. 10.—Cottonseed oil shows a strong demand for prompt and forward shipments of off oil at 35@37 marks. We quote prime summer yellow at 38 marks, and butter oil at 40 marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, Nov. 10.—Cottonseed oil has a good demand for all deliveries; sales of butter oil at 23½ florins, and of prime summer yellow at 21½ florins.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, Nov. 10.—Cottonseed oil market yet depressed, although with a somewhat better feeling. Sales of prime summer yellow,

prompt, at 45½ francs, and of January, February and March at 46½ francs. Winter oil at 51 francs.

Trieste.

(By Cable to The National Provisioner.)

Trieste, Nov. 14.—Cottonseed oil market is steady to strong. Good demand for prompt delivery at 45@45½ francs for prime summer yellow. Winter oil quoted at 50½ francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, Nov. 10.—Cottonseed oil market is dull; small sales of prime summer yellow at 17s. 9d. and off summer yellow at 17s. 3d.

AMERICAN COTTON OIL REPORT.

The following figures are taken from the annual report of the American Cotton Oil Company for the fiscal year ended August 31, 1904, just made public:

	1904.	1903.	Changes.
Net profit.....	\$979,835	\$1,665,081	Dec. \$685,246
Deb. bond interest..	135,000	135,000	.....
Balance	\$844,835	\$1,530,081	Dec. \$685,246
Div. preferred stock.	611,916	611,916	Dec.
Balance	\$232,919	\$918,165	Dec. \$685,246
Div. common stock..	\$202,371	\$809,484	Dec. 607,113
Surplus	\$30,548	\$108,681	Dec. \$78,133
P. & L. adjusted..	7,001,807	9,909,425	Inc. 92,472
Total surplus.....	\$7,032,445	\$7,018,106	Inc. \$14,339

*One per cent. †Four per cent.

In his report President George A. Morrison, as chairman of the board of directors, among other things says:

"The board of directors, at the regular monthly meeting held November 1, 1904, declared the twenty-sixth consecutive semi-annual dividend of 3 per cent. upon the preferred stock, payable December 1, 1904.

"The directors also authorized the payment out of the remaining net earnings of the fiscal year ending August 31, 1904, of a dividend of 1 per cent. upon the common stock, payable December 1, 1904.

"The fiscal year covered by this report includes a period when commercial business in nearly all its branches was unsettled. During the summer of 1903, a twelve-million-bale cotton crop was predicted, but the picking had made little progress before it became apparent that the crop would be a short one; whereupon there ensued a great speculation in cotton, continuing with increasing force throughout the season and, incidentally, affecting the price of cotton seed.

"Owing to the diminished cotton crop (about ten million two hundred thousand bales), your company was unable to pur-

chase the normal quantity of seed, and the working expenses of the mills were proportionately increased. Moreover, when the speculative movement in cotton collapsed, in the month of March, the market prices for every product connected with this staple declined rapidly. Your company, however, at that period carried smaller stocks than usual.

"Violent speculation in any important product of universal use and necessity, although sometimes immediately beneficial, does great and permanent injury to the product speculated in and the country where it is raised.

"The position of the company is one of financial strength, and its high standard of credit has been maintained. The general outlook at this time indicates a growing confidence in the business situation, and a large cotton crop is practically assured. These improving conditions should redound to the advantage of your company."

VIRGINIA-CAROLINA BALANCE SHEET.

The consolidated balance sheet of the Virginia-Carolina Chemical Company and its subsidiary companies, including the Southern Cotton Oil Company, at the close of the quarter ended August 31, 1904, follows: Assets—Real estate, plants, brands, good-will, etc., \$39,625.023; other investments, \$2,069,292; manufactured and raw material account, \$7,952,596; bills and accounts receivable, \$8,923,363; investments, \$182,912; cash, \$2,000,774. Total, \$61,353,959. Liabilities—Common stock, \$27,984,400; preferred stock, \$18,000,000; collateral trust bonds, \$6,500,000; stock and bonds subsidiary companies outstanding, \$160,150; accounts payable, \$1,258,703; bills payable, \$4,433,257; accrued interest, \$160,417; profit and loss (surplus), \$2,857,033. Total, \$61,353,959.

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(Daily Hide and Leather Market.)

Chicago.

PACKER HIDES.—There is a good demand for nearly all varieties and the market is decidedly strong. Few large sales are made, as supplies are too closely picked up to admit of these, and on some varieties packers are sold ahead. Buyers are figuring that prices cannot well go much higher with the quality deteriorating without tanners running the risk of losing money on their purchases as based on present leather values. Native steers are particularly firm at present, with the market quotable at 13½c. to 14c. A large packer is reported to have sold a car or more of native steers ahead of 14c. Some packers are still offering hides further ahead at last week's asking prices, but others are looking for further advances. Since the sale noted above of native steers at 14c. further business has been done at this figure, and two other prominent packers have together sold 4,000 natives mostly ahead of salting at 14c. The market is also stronger on Texas, with an advance of ¼c. on these. A large packer has sold three or more cars of November, all weight Texas at 13½c. for heavy, 12½c. for light, and 11½c. for extremes. Two of the leading packers are both offering October and November, all weight Texas, however, at 13½c., 12½c. and 11½c. Butt brands have also registered a further advance of ¼c. and the same packer who sold the 13½c. Texas has moved a car or two of butt brands at 12½c. Other packers are now holding their butt brands at 12½c. A prominent packer has made a combination sale consisting of five cars of Colorados at 12c., three cars of October branded cows at 11c., and two cars of heavy native cows at 12c., all of which are understood to have been taken by one buyer. Another packer has sold five cars of Colorados ahead at 12c., and Colorados are being offered by two large packers at this figure, while some of the other packers are figuring on securing slightly more. The market on late salting branded cows is well established at 11½c., at which figure a sale of three cars has been made. Most of the packers are sold well ahead on branded cows as well as branded steers. The active demand for native cows continues. One leading packer has sold seven cars of heavy native cows from all points at 12c., and the market has been closely picked up on these at this price, with some packers now talking 12½c. to sell heavy cows ahead. There are very few light native cows obtainable, and these are quotably strong at 11½c., with some packers talking 12c., to sell further ahead. Native bulls have been well cleaned up, with the exception of one packer's holdings, who is still asking 10¼c. for them. A sale of three cars of branded bulls has been effected at 19c.

COUNTRY HIDES.—The market is decidedly firm and dealers are encouraged in asking still higher prices on account of the further advances in the packer market. Dealers that have hides unsold are talking larger sales by packers than really occurred, and are very stiff in their views. The prin-

cipal dealers continue to ask 10¼ and 9¼c. for buffs and are not considering bids at 10½ and 9½c. There are some bids here of 9¼c. for all No. 2 buffs, but dealers are not accepting these, as they have old sales of No. 2 buffs unfilled and are not getting in many seconds at present. Heavy cows still continue to be held at 10¼ and 9¼c., but no sales of any account of any varieties have been reported. Dealers continue to ask 11¼c. and 10¼c. for extremes, with bids at 11c. and 10c. reported refused for good lots. Heavy native steers continue in very scant supply, and with no sales reported on which to base quotations. Dealers are asking prices ranging all the way from 11½ to 12c. for best lots, and are talking strong at the outside figure in consequence of sales of packer native steers at 14c. Dealers are holding bulls firm at 8¾c. flat, and refusing bids at 8½c. flat.

CALFSKINS.—The market is so closely cleaned up and supplies are so scarce that dealers are asking extreme rates to buyers who are in need of prompt shipments. Prices based on last transactions are 14¼c. for Chicago and choice outside cities, and 14c. for countries. Dealers are talking higher than these quotations, however. Choice lots of kips continue quotable at 13c., as per last sales with holders asking 13¼c.

SHEEPSKINS.—The market still rules very strong, with an upward tendency, and Chicago packers are now talking that they would not accept under \$1.50 for prime sheep, and \$1.42½ to \$1.45 for lambs. Bridgeports continue strong at \$1.10 to \$1.20, and country skins rule all the way from 90c. to \$1.30, according to lots.

New York.

DRY HIDES.—The market continues strong. About 3,400 Puerto Cabellos, etc., have been sold at 21c., and further sales have been made of Tampicos, Vera Cruz, etc., at 20c. Some wet salted Tampicos are reported moved at 11¾c. A lot of 8,745 dry Orinocos arrived, of which 7,200 were sold previous to arrival.

CITY SLAUGHTER HIDES.—Local packers are not inclined to offer hides, and no sales are reported other than another car of outside butcher native steers at 12¾c.

COUNTRY HIDES AND CALFSKINS.—The market continues strong but quiet; owing to the fact that many large buyers are holding out. A car of New York State cows, taken off by a large country butcher is reported sold at 10½c. flat, and though some dealers are asking this price for mixed lots of cows, buyers are refusing to operate. Supplies of calfskins are almost too small to establish prices and the market is nominally quotable on countries \$1.07½ to \$1.10, \$1.37½ to \$1.40 and \$1.65 to \$1.70.

Leather Conditions.

The market continues firm without further change, with a good demand still in progress. The Japanese business has been a decided bull factor in the sole leather situation, and it is now believed that total sales of sole leather to Japan will approximate 400,000

sides, not including the cleaning up of the California market which was effected previous to the Japanese buying in the East. Local and Philadelphia belting butt tanners are expecting business here next week on account of the attendance of the belt makers at their convention, which will be held in New York on November 16th. It was noted by us several months ago that many tanners were not tanning heads, but putting them into glue stock, and this fact has had considerable to do with the scarcity of offal. All kinds of high prices are being obtained for offal. Sales of light weight union cut soles of the lower grades have been made here at an advance of a full cent and better grade light soles have sold at ½c. increase. Harness leather is firm with best tannages of hemlock held strong at 29 and 27c., and numerous bids at 28 and 26c. turned down.

SALTING HIDES.

Complaint is often made by tanners regarding the manner in which hides are salted by the butchers and dealers. Frequently it will be found that a dealer has tried to increase profits by economizing in salting. The consequence is harmful on account of the loss of glue and albuminous substances and the formation of defects on the grain. Many a hide has lost much of its value through this careless treatment. It is often the belief that to salt the butt is sufficient, while less importance is placed on the waste parts. However, the head, ears and belly need the greatest care in this respect, because they are most subject to destruction. There is also no advantage to be gained by salting the hides in such a manner that the waste parts are folded in. The folded parts are apt to become horny and are difficult to tan, or the so-called salt spots become noticeable which present a poor appearance on the finished leather and reduce its value.

Regarding the question as to whether common or rock salt is to be used, preference, it seems, is in favor of the latter. Rock salt is not as effective, but it is possible to salt the hide freely with it in all parts, without fear of expense. Hides must be resalted several times, especially if handled often. Some unscrupulous dealers treat their hides with fine salt, by means of which they seek to create a swelling and in this manner give the hide a better appearance. Flat hides treated in this manner will have a full feeling, and if a buyer is not thoroughly posted he will be deceived. Many flat hides are bought in this manner for good stock, and the tanner first notices his mistake in the beam-house. Against such fraudulent manipulations the trade is continually warned. The attempt is often made to cover cuts and other defects by repeated salting, but such manipulations are intended for the ignorant, as an experienced buyer is not deceived in this manner.—Der Ledermarkt.

CARROLL S. PAGE, HYDE PARK, VT.

Green Calfskins, Country Hides, Sheep
Pelts, Tallow, Bones.

Wool Puller and
Tallow
Renderer

Manufacturer of
Page's Perfected
Poultry Food



CHICAGO SECTION



Now let's reorganize again!

Tuesday it snowed in Chicago.

And the Swallows homeward fly.

The people all through Ohio would like to see Colonel Skinner's prophecy fulfilled, viz.: "Rain is sure to follow a drought."

There was a tremendously heavy run of cattle at the yards early this week, which may have accounted for part of Teddy's big Cook County plurality.

It was lucky for P. Morton that he got out of the party before the snow-slide. It takes a lively chap to make such a quick flop, and land a cabinet job in the bargain.

Charles Gross, who has been Swift's hog buyer at St. Louis for over a year, has returned to Chicago, and Bert Overman has taken his place. Gross is glad he is back, and so are his friends.

E. A. Sullivan has resigned his position with the Cudahy Packing Company, Omaha, where he has been for several years, to take up the fire and liability insurance business. Mr. Sullivan enters upon his new duties with the best wishes of many friends.

Grandpa Gassaway can now retire from the political arena with all the honors. He carried his own town. It is said Grandpa received this telegram the day after election: "Come home and all will be forgiven. Your slippers have been kept warm. Steve B. E."

Charles A. Dunbar was wedded last Wednesday evening to Miss Saidee Launierre, a beautiful Southern girl. They have the good wishes of a wide circle of acquaintances in Chicago and throughout the country, where Mr. Dunbar is known as one of Chicago's bright young cattle men.

Realizing the figure that successful livestock agriculture cuts in their revenues, the railroads have planned to afford every stockman and farmer in the country a cheap means of attending the International Exposition and as a consequence prospective exhibitors are keeping in touch with railway agents to see what will be offered.

The time for the greatest object lesson ever offered the agricultural population of the country is drawing near. From all over the world the choicest brand of livestock is being moved Chicagoward for the great annual exhibition of the International Livestock Association at the stock yards the week of November 26 to December 3.

General Manager W. E. Skinner, of the International Livestock Exposition, announces that he has been fortunate enough to secure the services of John Ross, of Meikel Tarrel, Fearn Ross Shire, England, to act as judge of grades and crossbreds in the fat stock division of the coming International Livestock Exposition. Mr. Ross has a world-wide reputation as an expert cattleman.

The best buyers in the stock yards have selected forty head of cattle, exemplifying all of the types from the poorest to the highest bred form of beef steer, which will be shown at the International Livestock Exposition by the Illinois Experimental Station of Urbana, Ill., under the direction of Prof. Mumford during the week of the big show.

O. H. Swigart has bought the best of the Hope Farm herd of Galloways of William Martin, of Winnipeg, Manitoba. He got virtually all his imported cattle and the best of his home-bred ones, and will put the bulk of them into the Chicago sale during the International. All Galloway breeders remember the fine heifers Mr. Martin bought over two years ago, besides the top ones he has bought at the sales. Mr. Swigart will also put into this sale many head from his home farm.

Native beef cattle last week sold at an extreme range of \$4.60 per 100 pounds, or \$2.40 to \$7, being the widest spread between poorest and best steers in many years. The corresponding week a year ago the spread was only \$2.50, or \$3.25 to \$5.75. With best finished beeves over \$1 higher and the choicest feeding cattle about the same as a year ago, many long-headed feeders are taking to the feeding proposition, says Drovers' Journal. Especially does it seem attractive in the face of the present shortage of fully matured beeves and the fact that the corn crop, quality and quantity considered, never was a better one.

John N. Duke has been appointed superintendent of the new Sioux City plant of Armour & Company, and has selected the following foremen for his staff, most of whom are from South Omaha: William McGimpsey, hog killing and cutting department; Fred Wassem, beef killing department; James McLaughlin, tank room; A. Schaub, beef and hog casing department; A. M. Eastman, dry, salt and sweet pickle

cellars; Henry Evers, ham house; H. E. Lyle, box factory; William Strey, sausage room; William Stewart, freezer and beef cutting department; Tony Groth, beef and provision loading department; Edward Newton, fresh meat packing and offal department; Robert Ode, cooperage department; Patrick Breslin, hide department; Daniel Hoolihan, fertilizer building.

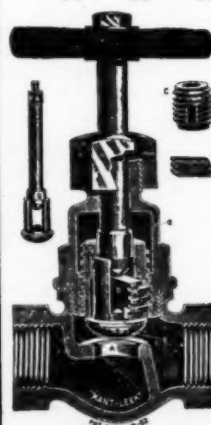
It is denied that there is any intention to employ Japanese labor at the packing houses here, or at any other centre. President Donnelly of the Meat Cutters had a nightmare to this effect last week, but has now recovered from its effects. "We can get all the labor we want now," said one prominent packer, "and there is no need of importing labor. The packers never have imported laborers from foreign countries and I don't think it likely that they will need to do so. To bring a large number of people not acquainted with packing house business into one of these houses would upset the work and disorganize things. I would not hesitate to hire a few Japanese workmen for work that they know how to do, but I don't remember ever to have seen one of that race working in a packing house."

Monday, November 21, has been fixed by Armour & Company as the date for opening its new packing plant at Sioux City. The probability now is that the date will be made memorable in the business annals of Sioux City, not only on account of the opening of the plant itself, but also for the pres-

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Constant use improves them.
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in TALLOW, GREASE and COTTONSEED OIL.
HIGHEST REFERENCES.

ence in the city of more high railroad officials and distinguished captains of industry than ever before were gathered within its borders at a single time. The plan of the Sioux City Stock Yards Company is to have a special train run out from Chicago for the accommodation of the visitors from that city. Arthur Meeker has undertaken to get up the party for this special train, it is said. Among the men prominent in the business world who may make the trip are: J. Ogden Armour, president of Armour & Company; Marvin Hughitt, president of the Chicago and Northwestern Railway Company; A. J. Earling, president of the Chicago, Milwaukee and St. Paul Railway Company; John T. Welling, vice-president of the Illinois Central Railroad Company; Mr. Meeker and others. Other officials of these companies are expected to be present on the occasion of the formal opening of the "most modern packing plant in the world."

The aldermen, being out of an occupation since the end of the political campaign, have turned again to their favorite pastime of baiting the rendering plants. At a meeting the other night a temporary permit was granted the Joseph Lister plant at Fullerton avenue and the north branch of the Chicago river, but there was opposition. "I am of the opinion that Chicago ought to banish every rendering plant from the city limits," Alderman Dunn said. "The idea of a city of nearly 3,000,000 persons allowing the lives of all to be made uncomfortable and unsanitary because a few corporations have invested money—not so very much money, either—in some twenty or thirty plants is preposterous. The people of Chicago are spending millions on health and ought not to allow these unhealthful places to remain. The time is coming when even the stock yards will have to go. That time will come sooner if rendering plants are allowed to remain, with their intolerable nuisance." This sort of talk tickles the alderman's constituents and makes him solid with non-tax-paying voters. It may also be one of the reasons why Chicago's supremacy as a live stock and packing centre is threatened by Kansas City and other points.

Packinghouse products were moved from the West in larger volume last week, receipts being the third heaviest of the year, and the best in three weeks. It made an increase of 1,014,308 pounds for the week, and were the largest for the first week in November in over four years, exceeding last year's by 2,993,762 pounds. Deliveries at Chicago in pounds for the past week, with comparisons, were as follows:

	1904.	1903.
Cured meats.....	4,015,461	3,545,900
Dressed beef.....	6,256,090	3,939,870
Lard.....	643,668	435,487
Total.....	10,915,219	7,921,457
Week ending:		
October 29.....	9,900,911	9,588,647
October 22.....	9,648,516	7,726,453
October 15.....	14,189,871	7,323,261
October 8.....	10,010,153	6,799,280
October 1.....	9,273,398	7,439,099

INTERNATIONAL SHOW ENTRIES.

The list of entries for the International Livestock Exposition at Chicago, November 26 to December 3, includes a splendid showing of breeding and fat animals of all classes. The list includes the following, showing the splendidly representative character of the exposition:

Cattle.			
	Number of Exhibitors.	No. of head.—Breeding.	Fat.
Shorthorns.....	46	247	39
Aberdeen-Angus.....	38	184	53
Herefords.....	29	94	48
Galloways.....	11	91	9
Red Polled.....	7	70	13
Polled Durhams.....	10	55	7
Grade and cross-bred....	11	..	44
Totals.....	152	739	213
Sheep.			
Shropshire.....	12	116	39
Southdowns.....	9	46	31
Hampshires.....	8	37	32
Oxfords.....	3	30	17
Dorsets.....	2	5	10

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IN
Ventilating Fans

FANS AND BLOWERS
For All Purposes

American Blower Company
DETROIT

NEW YORK

CHICAGO

LONDON

Cheviots.....	7	38	22
Cotswolds.....	6	34	39
Lincolns.....	3	24	15
Leicesters.....	4	24	17
Rambouillets.....	1	10	..
Medium wool.....	14	..	90
Long wool.....	9	..	54
Totals.....	78	364	366
Swine.			
Berkshire.....	5	..	85
Poland-China.....	4	..	25
Chester-White.....	3	..	55
Duroc-Jersey.....	2	..	40
Tamworth.....	1	..	5
Large Yorkshire.....	1	..	5
Thin Rinds.....	3	..	70
Grade and cross-bred....	31	..	60
Totals.....	50	..	345

Total number of exhibitors, 280.

Total head of breeding stock, 1,103.

Total head of fat stock, 924.

This is an enticing offering, and should attract an immense attendance at the show.

ALLBRIGHT-NELL CO.,
4013 Wentworth Avenue - Chicago
WEIR & CRAIG MFG. CO.,
2421 Wallace Street - Chicago
Special Agents Hurford's Hog Hoist



MECHANICAL MFG. CO.,
Agents for the Hurford Hog Hoist
Harris, Union Stock Yards
Chicago, Ill.
O. P. Hurford's Hog Hoist
FOR SMALL FARMERS
604 Fisher Building,
CHICAGO, ILL.

The Davies Warehouse & Supply Co.,

20-32 North Clark St.
CHICAGO

REMEMBER

We carry the largest stock of Cast Iron Water Pipe and Fittings of any Jobbing House in Chicago. Our fittings are made up after the latest patterns, which is a great saving. The money saved in weights on fittings and the advantage of saving lead in joints will more than pay the freight. We have the facilities, location and disposition to make the most prompt shipment out of our Chicago stock of any one in the city.

Give us a trial on your Pipe, Fittings and Water Works supplies.



TRADE MARK.



RECEIPTS AT CENTRES

SATURDAY, NOV. 5.			
	Cattle	Hogs	Sheep.
Chicago	500	12,000	3,000
Kansas City	1,000	5,000	2,000
Omaha	275	5,500	—
MONDAY, NOV. 7.			
Chicago	21,000	30,000	32,000
Kansas City	7,000	4,000	4,000
Omaha	3,300	2,700	11,000
TUESDAY, NOV. 8.			
Chicago	3,000	18,000	15,000
Kansas City	6,000	0,000	1,000
Omaha	1,100	5,000	11,000
WEDNESDAY, NOV. 9.			
Chicago	23,000	23,000	22,000
Kansas City	6,000	11,000	5,000
Omaha	2,000	1,800	2,300
THURSDAY, NOV. 10.			
Chicago	12,000	23,000	15,000
Kansas City	6,000	7,000	4,000
Omaha	4,000	6,500	10,000
FRIDAY, NOV. 11.			
Chicago	4,000	22,000	8,000
Kansas City	3,000	8,000	2,000
Omaha	1,700	6,000	7,300

CHICAGO PROVISION LETTER.

(Special Letter to The National Provisioner from C. D. Forsyth & Co.)

Chicago, Nov. 9.—We quote to-day's market as follows: Green hams, 10@12 ave., 9@9½; 12@14 ave., 8½; 14@16 ave., 8@8½; 18@20 ave., 8½@8¼; green picnics, 5@6 ave., 6; 6@8 ave., 6; 8@10 ave., 5½; 10@12 ave., 5½; green N. Y. shoulders, 10@12 ave., 6½; 12@14 ave., 6½; green skinned hams, 18@20 ave., 9; green clear bellies, 8@10 ave., 9½; 10@12 ave., 8¾; N. Y. S. P. hams, 8@10 ave., 9½; 10@12 ave., 9½; 12@14 ave., 8½; 14@16 ave., 8; 18@20 ave., 8; No. 2 S. P. hams, 10@12 ave., 8½; 12@14 ave., 8¼; 14@16 ave., 7¾; No. 1 S. P. skinned hams, 16@18 ave., 8½; 18@20 ave., 8½; 20@22 ave., 8½; 22@24 ave., 8½; 24@26 ave., 8½; No. 1 S. P. picnics, 5@6 ave., 6; 6@8 ave., 6; 7@9 ave., 5¾; 8@10 ave., 5¾; 10@12 ave., 5¾; No. 1 S. P. N. Y. shoulders, 8@10 ave., 6¾; 10@12 ave., 6¾; S. P. clear bellies, 8@10 ave., 9; 10@12 ave., 8½.

CHICAGO PROVISION MARKET

SATURDAY, NOV. 5, 1904.					
LARD—(Per 100 lbs.)—					
	Open.	High.	Low.	Close.	
Jan.	7.02	7.07	7.02	7.07	
May	7.12	7.20	7.12	7.17	
RIBS—(Boxed 25c. more than loose)—					
Jan.	6.54	6.56	6.50	6.50	
May	6.62	6.62	6.62	6.62	
PORK—(Per barrel)—					
Jan.	12.47	12.55	12.47	12.55	
May	12.50	12.55	12.47	12.55	

MONDAY, NOV. 7, 1904.					
LARD—(Per 100 lbs.)—					
Jan.	7.05	7.12	7.05	7.10	
May	7.20	7.22	7.20	7.22	
RIBS—(Boxed 25c. more than loose)—					
Jan.	6.47	6.52	6.47	6.52	
May	6.62	6.67	6.62	6.67	
PORK—(Per barrel)—					
Jan.	12.52	12.67	12.50	12.67	
May	12.50	12.65	12.50	12.65	

TUESDAY, NOV. 8, 1904.					
Election Day No market					
WEDNESDAY, NOV. 9, 1904.					
LARD—(Per 100 lbs.)—					
Jan.	7.17	7.22	7.15	7.22	
May	7.25	7.35	7.25	7.35	
RIBS—(Boxed 25c. more than loose)—					
Jan.	6.57	6.62	6.57	6.62	
May	6.72	6.75	6.70	6.72	
PORK—(Per barrel)—					
Jan.	12.80	12.92	12.72	12.82	
May	12.75	12.85	12.75	12.82	

THURSDAY, NOV. 10, 1904.					
LARD—(Per 100 lbs.)—					
Jan.	7.20	7.22	7.15	7.15	
May	7.30	7.32	7.25	7.25	
RIBS—(Boxed 25c. more than loose)—					
Jan.	6.60	6.62	6.55	6.55	
May	6.72	6.72	6.67	6.67	
PORK—(Per barrel)—					
Jan.	12.75	12.80	12.62	12.62	
May	12.75	12.80	12.62	12.62	

FRIDAY, NOV. 11, 1904.					
PORK—(Per barrel)—					
Jan.	12.55	12.65	12.55	12.62	
May	12.55	12.65	12.55	12.62	
LARD—(Per 100 lbs.)—					
Jan.	7.10	7.10	7.07	7.10	
May	7.20	7.22	7.20	7.22	
RIBS—(Boxed 25c. more than loose)—					
Jan.	6.52	6.55	6.52	6.52	
May	6.62	6.65	6.62	6.65	

CHICAGO LIVE STOCK

RECEIPTS.			
	Cattle.	Hogs.	Sheep.
Monday, Oct. 31.	31,920	1,435	31,380
Tuesday, Nov. 1.	32,279	1,004	26,475
Wednesday, Nov. 2.	17,325	1,217	22,134
Thursday, Nov. 3.	13,517	828	17,108
Friday, Nov. 4.	7,349	471	15,505
Saturday, Nov. 5.	201	150	15,273
Total last week.	83,657	5,104	127,875
Previous week.	89,931	5,838	122,320
Cor. week 1903.	71,135	4,279	116,292
Cor. week 1902.	56,981	3,515	170,046

SHIPMENTS.			
	Cattle.	Hogs.	Sheep.
Monday, Oct. 31.	4,509	146	5,549
Tuesday, Nov. 1.	4,861	70	3,896
Wednesday, Nov. 2.	5,596	229	5,285
Thursday, Nov. 3.	6,862	112	3,839
Friday, Nov. 4.	6,421	233	3,532
Saturday, Nov. 5.	581	65	1,948
Total last week.	28,800	855	24,040
Previous week.	32,076	670	22,415
Cor. week 1903.	26,108	462	15,413
Cor. week 1902.	16,458	1,080	12,904

Combined receipts of hogs at eleven markets for week ending Nov. 5, 1904.			
Week ago	402,000		
Year ago	372,000		
Two years ago	347,000		
Two years ago	451,000		
Total receipts for year to date, 17,067,000, against 17,370,000 year ago, 17,238,000 two years ago.			
Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City), as follows:			
Week ending Nov. 5.	Cattle.	Hogs.	Sheep.
Week ago	216,200	208,900	222,000
Year ago	206,000	203,300	220,300
Two years ago	200,700	243,700	259,000
Two years ago	170,100	332,300	246,100

CHICAGO HOG SLAUGHTER.

Chicago packers slaughtered hogs during week ending Nov. 5 as follows:	
Armour & Co.	25,400
Anglo-American	12,400
Continental	3,800
Swift & Company	20,400
Hammond & Co.	4,700
Morris & Co.	8,300
Boyd-Lunham & Co.	6,300
S. & S.	8,100
H. Boone & Co.	3,100
Robert & Oake	2,300
Other packers and butchers.	12,000

Total	
Left over	106,800
Week ago	3,000
Year ago	103,000
Two years ago	98,600
Three years ago	102,100

AVERAGE PRICE OF HOGS.

Week ending Nov. 5.	\$4.98
Previous week	5.06
Year ago	4.86
Two years ago	6.43
Three years ago	5.82
Estimated receipts of live stock week ending November 12:	
Cattle	70,000
Hogs	140,000
Sheep	135,000

AVERAGE PRICE OF GOOD BEEF CATTLE.

Week ending Nov. 5.	\$5.25
Previous week	5.15
Year ago	4.60
Two years ago	5.20

CATTLE.

Choice to fancy steers.	\$6.30@87.00
Fair to good export shipping steers.	5.15@6.00
Medium beef steers.	4.50@5.10
Inferior and plain steers.	2.25@3.00
Good to fancy cows and heifers.	4.00@4.25
Fair to choice feeders.	3.00@3.90
Fair to good cows and heifers.	3.00@3.75
Good cutting and fair beef cows.	2.05@2.95
Common to good canning cows.	1.10@1.85
Bulls, poor to choice.	1.75@4.25
Calves, common to fair.	2.75@5.00
Calves, good to fancy.	5.25@6.75
Fed Texas steers.	3.75@5.65
Grass Texas cows and steers.	3.25@3.50

HOGS.

Good to choice heavy shipping.	\$5.00@5.20
Good to choice butcher weights.	5.00@5.20
Rough to fair heavy packing.	4.75@4.85
Plain to good heavy mixed.	4.80@4.95
Assorted light shipping, 150 to 180 lbs.	4.80@4.90
Good to choice, 185 to 200 lb. weights.	5.00@5.10
Fair to choice pigs, 60 to 125 lb. weights.	4.00@4.90

SHEEP.

Choice to prime export wethers.	\$4.25@4.75
Fair to good mixed.	3.25@4.15
Fair to fancy ewes.	3.35@4.40
Fair to fancy grass wethers.	3.00@4.15
Plain to good breeding ewes.	3.40@4.00
Culls, bucks and tail-end stock.	1.50@2.75
Fat range yearlings.	4.10@4.75
Feeding yearlings, poor to choice.	3.00@4.10
Fat western range lambs.	5.00@5.55
Range feeding lambs.	4.35@5.05
Native lambs, good to prime.	5.35@5.75
Native lambs, poor to fair.	3.25@5.30

CHICAGO RETAIL FRESH MEATS.

NOTE.—It is difficult to quote flat retail prices applicable to the whole of the city, every market having a practically different scale according to location, class and volume of trade, etc.

Beef.

Native Rib Roasts.	18@20
" Sirloin Steaks.	18@20
" Porterhouse Steaks.	22@25
" Pot Roasts.	8@10
Rib Roasts from light cattle.	8@10
Beef Steaks.	5@8
Boneless Corned Briskets.	10
Corned Ribs.	8@10
" Flank.	5
Round Steaks.	8@10
" Steaks.	10@12½
Shoulder Steaks.	10@12½
" Roasts.	10@12½
" Neck End Trimmed.	7
Roiled Roast.	10@12½

Lamb.

Hind Quarters.	12½
Fore "	10
Legs.	15
Stew.	6
Shoulders.	8
Chops, Rib and Loin.	18

Mutton.

Legs.	10
"ew.	4
Shoulders.	8
Hind Quarters.	9
Fore "	8
Rib and Loin Chops.	14

Pork.

Pork Loin.	10
" Chops.	11
" Tenderloins.	20
" Butts.	10
Spare Ribs.	8
Blades.	6
Hocks.	7
Pigs Heads.	5
Leaf Lard.	8

Veal.

Hind Quarters.	12½
Fore "	10
Legs.	14
Breasts.	8@10
Shoulders.	10
Cutlets.	20

Butchers' Offal.

Tallow.	3@3½
Mixed Bone and Tallow.	3@3
Calfskins 8 to 15 lb.	10½@12½
Calfskins, under 8 lb. each.	8@8½

SOUTH WATER STREET MARKETS.

Live Poultry.

Turkeys.....Old, 10@13.....Young, 15@16	
Chickens.....	9@9½
Hens.....	@7¼
Roosters.....	@6
Springs.....	@10
Ducks.....	11@11
Geese, doz.....	3@310

Iced Dressed Poultry.

Turkeys, Mixed weights.	12 @15
Chickens.....	9 @9½
Springs.....	9 @10¼
Ducks.....	10@12½
Geese.....	8@9

Veal.

Choice.....	9 @10
Heavy.....	8 @9
Medium.....	6 @7
Small.....	5 @6¼
Coarse.....	4 @5½

Butter.

Creamery, Extras.....	@23¼
" Firsts.....	19 @21
" Seconds.....	15 @16
Dairies, Choice.....	@19½
" Firsts.....	@16
" Ladies.....	@18
" Packing stock.....	13 @13½

Eggs.

Extras.....	@25
Prime firsts.....	@23
Firsts.....	@20
Fresh, at mark, case inc.....	16½@19½

MARKET PRICES

CHICAGO.

WHOLESALE FRESH MEATS.

Carcase Beef.

Western Cows.....	5 @ 5 1/2
Native Cows.....	5 1/2 @ 6
Western Steers.....	5 1/2 @ 6 1/2
Good Native Steers.....	5 1/2 @ 6
Native Steers, Medium.....	5 1/2 @ 5
Heifers, good.....	5 1/2 @ 5
Heifers, medium.....	5 1/2 @ 4
Hindquarters.....	1 1/2 c. over straight
Forequarters.....	1 1/2 c. under

Beef Cuts.

Steer Chucks.....	6 @ 6 1/2
Cow Chucks.....	5 1/2 @ 4 1/2
Boneless Chucks.....	6 @ 4
Medium Plates.....	6 @ 3
Steer Plates.....	6 @ 3
Cow Rounds.....	4 1/2 @ 5
Steer Rounds.....	7 @ 7 1/2
Cow Loins, Common.....	6 @ 8
Cow Loins, Medium.....	6 @ 8
Cow Loins, Light.....	6 @ 8
Steer Loins, Heavy.....	18 @ 20
Beef Tenderloins, No. 1.....	2 @ 18
Beef Tenderloins, No. 2.....	2 @ 14
Strip Loins.....	6 @ 6 1/2
Shoulder Butts.....	6 @ 9
Rolls.....	6 @ 10
Rump Butts.....	2 @ 4 1/2
Trimmines.....	6 @ 4
Shank.....	6 @ 3
Cow Ribs, heavy.....	6 @ 9
Cow Ribs, Common Light.....	6 @ 8 1/2
Steer Ribs, light.....	15 @ 16
Steer Ribs, Heavy.....	15 @ 16
Loins Ends, steer-native.....	10 @ 8
cow.....	6 @ 8
Hanging Tenderloins.....	5 @ 6
Plank Steak.....	5 @ 6

Beef Offal.

Livers.....	2 @ 3
Hearts.....	2 @ 2
Tongues.....	2 @ 1 1/2
Sweetbreads.....	2 @ 20
Ox Tails, each.....	2 @ 4
Fresh Tripe—plain.....	6 @ 2 1/2
" H. C.....	4 @ 2
Kidneys.....	4 @ 4
Brains.....	2 @ 8

Veal.

Heavy Carcase Veal.....	2 @ 7
Light Carcase.....	2 @ 8
Medium Carcase.....	2 @ 9
Good Carcase.....	2 @ 10
Medium Saddles.....	2 @ 10
Good Saddles.....	2 @ 11
Medium Racks.....	2 @ 6
Good Racks.....	2 @ 7

Veal Offal.

Brains.....	2 @ 40
Sweetbreads.....	2 @ 25
Plucks.....	2 @ 10
Heads, each.....	2 @ 10

Lamb.

Medium Caul.....	6 1/2 @ 7
Good Caul.....	5 @ 8 1/2
Round Dressed Lamb.....	10 @ 10 1/2
Saddles Caul.....	10 1/2 @ 11
R. D. Lamb Saddle.....	2 @ 13
Caul Lamb Racks.....	2 @ 6 1/2
R. D. Lamb Racks.....	2 @ 7 1/2
Lamb Fries, per pair.....	2 @ 7
Lamb Tongues, each.....	2 @ 3
" Kidneys, each.....	2 @ 1 1/2

Mutton.

Medium Sheep.....	6 @ 5
Good Sheep.....	6 @ 6 1/2
Medium Saddle.....	7 1/2 @ 8
Good Saddle.....	8 1/2 @ 9
Medium Rack.....	4 1/2 @ 5 1/2
Good Rack.....	5 1/2 @ 6
Mutton Legs.....	8 1/2 @ 9
Mutton Steer.....	4 @ 4 1/2
" Loins.....	8 1/2 @ 9
" Tongues, each.....	2 @ 3
" Heads, each.....	2 @ 5

Fresh Pork, Etc.

Dressed Hogs.....	2 @ 8
Pork Loins.....	2 @ 1 1/2
Leaf Lard.....	2 @ 7 1/2
Tenderloins.....	2 @ 16
Spare Ribs.....	2 @ 7
Butts.....	2 @ 7 1/2
Racks.....	2 @ 5 1/2
Trimmines.....	2 @ 5 1/2
Tails.....	2 @ 3 1/2
Snouts.....	2 @ 3 1/2
Pigs' Feet.....	2 @ 2 1/2
Pigs' Heads.....	2 @ 3 1/2
Blade Bones.....	2 @ 6
Cheek Meat.....	2 @ 1 1/2
Hog Plucks.....	2 @ 6
Neck Bones.....	2 @ 2
Skin and Shoulders.....	2 @ 7 1/2
Pork Hearts.....	2 @ 2
" Kidneys.....	2 @ 10 1/2
" Tongues.....	2 @ 4
Slip Bones.....	2 @ 4
Tail.....	2 @ 3
Brains.....	2 @ 3
Backfat.....	2 @ 7
Hams.....	10 @ 12
Cans.....	2 @ 7
Shoulders.....	2 @ 7
Beef.....	2 @ 9 1/2

SAUSAGE.

Colth Bologna.....	6 @ 6
Bologna, large, long, round and cloth.....	6 @ 5 1/2
Choice Bologna.....	6 @ 5 1/2
Viennas.....	6 @ 7 1/2
Frankfurts.....	6 @ 7 1/2
Blood, Liver, and Headcheese.....	6 @ 9
Tongue.....	6 @ 9
White Tongue.....	6 @ 9
Mixed Ham.....	6 @ 9
Prepared Ham.....	6 @ 10
New England Ham.....	6 @ 12
Compressed Ham.....	6 @ 10
Large Compressed Ham.....	6 @ 10
Berliner Ham.....	6 @ 8
Boneless Ham.....	6 @ 10 1/2
Oxford Ham.....	6 @ 11 1/2
Folien Sausage.....	6 @ 7
Leona, Garlic, Knoblauch.....	6 @ 7
Smoked Pork.....	6 @ 7
Veal Ham.....	6 @ 7
Farm Sausage.....	6 @ 12 1/2
Pork Sausage, bulk or link.....	6 @ 7 1/2
Pork Sausage, short link.....	6 @ 8
Special Prepared Ham.....	6 @ 6
Boneless Pigs Feet.....	6 @ 7
Ham Bologna.....	6 @ 7
Special Compressed Ham.....	6 @ 8
Smoked.....	6 @ 12
Boston Roll.....	6 @ 9
Cubana Sausage.....	6 @ 9

Summer Sausage.

Supreme Summer, H. C., New Medium Dry.....	a 16
German Salmi, " Dry.....	a 15
Holsteiner ".....	a 11
Mettwurst ".....	a 11 1/2
Farmer ".....	a 12
Daries, H. C., New.....	a 18
Italian Salmi, New.....	a 18
Monarque Cervelat.....	a 13

Sausage in Oil.

Smoked Pork, 1-50.....	3.75
Bologna 1-50.....	2.50
Viennas 1-50.....	4.25
Frankfurts 1-50.....	3.75

Sausage in Brine.

Fresh Pork Link.....	a 8
Liver Sausage.....	a 7
Blood Sausage.....	a 7
Head cheese.....	a 7
Bologna.....	a 6 1/2
Vienna.....	a 8 1/2

VINEGAR PICKLED GOODS.

Pickled Pigs Feet, in 200 lb. barrels.....	\$ 7.50
Pickled Plain Tripe, in 200 lb. barrels.....	4.50
Pickled H. C. Tripe, in 200 lb. barrels.....	7.75
Pickled Ox Lips, in 200 lb. barrels.....	11.00
Pickled Pigs Sides in 200 lb. barrels.....	12.00
Lamb Tongue, short Cut, bbls.....	35.00

CORNED, BOILED AND ROAST BEEF.

1 D. 2 doz. to case.....	Per doz. \$1.30
2 D. 1 or 2 doz to case.....	2.40
4 D. 1 doz. to case.....	4.50
6 D. 1 doz to case.....	8.00
14 D. 1/2 doz. to case.....	18.00

EXTRACT OF BEEF.

1 oz. jars 1 dozen in box.....	Per doz. \$2.25
2 oz. jars 1 dozen in box.....	3.50
4 oz. jars 1 dozen in box.....	6.50
8 oz. jars 1 dozen in box.....	11.00
6 oz. jars 1/2 dozen in box.....	22.00
2, 5 and 10 lb. tins.....	\$1.75 per lb

BARRELED BEEF AND PORK.

Extra Plate Beef.....	Per bbl. \$9.00
Plate Beef.....	9.50
Extra Mess Beef.....	8.50
Prime Mess Beef.....	9.10
Beef Hams.....	9.50
Rump Butts.....	11.25
Mess Pork (repacked).....	14.50
Clear Fat Backs.....	12.00
Family Back Pork.....	12.00
Bean Pork.....	12.00

LARD.

Pure leaf, kettle rendered, per lb. tcs.....	9 1/2
Lard substitute, tcs.....	6 1/2
Lard compound.....	5 1/2
Barrels.....	1/4 c. over tcs
Half barrels.....	1/4 c. over tcs
Tubs from 10 to 20 lb.....	1/4 c. to 1 c. over tcs
Cooking Oil, per gal.....	@ 35c.

BUTTERINE.

F. O. B. CHICAGO.

No. 1, natural color.....	@ 10
No. 2 " ".....	@ 11 1/2
No. 3 " ".....	@ 12
No. 4 " ".....	@ 13
No. 5 " ".....	@ 14
No. 6 " ".....	@ 15

DRY SALT MEATS.

Clear Bellies, 14/16 average.....	@ 2 1/2
Rib Bellies.....	@ 2 1/2
Fat Backs.....	@ 2 1/2
Regular Plates.....	@ 2 1/2
Short Cuts.....	@ 2

WHOLESALE SMOKED MEATS.

Hams, 12 lbs. average.....	@ 11
" 14 " ".....	@ 10 1/2
" 16 " ".....	@ 10 1/2
Skinned Hams.....	@ 11 1/2
Cajias, 6/7 lbs. average.....	@ 7 1/2
" 8/12 " ".....	@ 7 1/2
Breakfast Bacon, fancy.....	@ 18
Waco, 8/10 average, and Strip, 4/5 average.....	@ 11 1/2
" 10/12 " ".....	@ 11
" 12/14 " ".....	@ 10 1/2
Dried Beef Sets.....	@ 14
" Insides.....	@ 16
" Knuckles.....	@ 15
" Outsides.....	@ 11 1/2
Regular Boiled Hams.....	@ 14 1/2
Smoked.....	@ 15
Boiled Picnic Hams.....	@ 10 1/2
Cooked Loin Rolls.....	@ 17

SAUSAGE CASINGS.

F. O. B. Chicago.

Rounds, per set.....	12
Middles.....	45
Beef bungs, per piece.....	5 1/2
Hog casings, as packed.....	23 @ 24
" free of salt.....	42
" middles.....	12
" bungs export.....	10 @ 12
" mediums, each.....	6 @ 7
" primes.....	4
" narrows.....	2
Imported sheep casings, wide.....	80
" medium wide.....	70
" narrow.....	50 @ 35
Beef weasands, No. 1.....	5 1/2
Beef badders, medium.....	10 @ 18
Hog stomachs, small, per doz.....	@ 4

FERTILIZERS.

Dried blood, per unit.....	@ 2.75
Hoop meal, per unit.....	@ 2.65
Ground tankage, 15% per unit.....	2.50
Ground tankage, 11% per unit.....	2.45
Ground tankage, 10% per unit.....	2.40
Ground tankage, 8 and 20% ton.....	2.30 @ 10c.
Ground tankage, 6 and 30% ton.....	18.00
Ground raw bone, per ton.....	@ 25.00
Ground steam bone per ton.....	18.00
Unground tankage, per ton less than ground, 50c.	

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 to 70 lb. avg. ton.....	\$275.00
Horns, black, per ton.....	27.00
Horns, striped, per ton.....	30.00
Horns, white, per ton.....	50.00
Flat Shin Bones, 38 to 40 lb. avg. ton.....	45.00
Round Shin Bones, 38 to 40 lb. avg. ton.....	10.00
Round Shin Bones, 50 to 52 lb. avg. ton.....	62.50
Long Rhin Bones, 90 to 95 lb. avg. ton.....	95.00
Jaws, skulls and knuckles, per ton.....	24.50

LARDS.

Prime steam, cash.....	7.15
Prime steam, loose.....	6.90
Neutral.....	8 1/2 @ 4 1/2
Compound.....	6 @ 4 1/2
Leaf.....	7 @ 7 1/2

STEARINES.

Lard.....	7 1/2 @ 7 1/2
Oleo, prime.....	6 1/2 @ 7 1/2
Oleo, No. 2.....	a 6 1/2
Mutton.....	a 6 1/2
Tallow.....	5 @ 5 1/2
Grease.....	4 1/2 @ 4 1/2

OILS.

Lard Oil, extra winter strained tcs.....	@ 61
Oleo Oil, extra.....	8 1/2 @ 9
Oleo Oil No. 2.....	8 @ 8 1/2
Oleo, stock.....	8 1/2 @ 7 1/2
Neatsfoot Oil, pure tcs.....	65 @ 7 1/2
Tallow, prime.....	54 @ 55

TALLOW.

Edible.....	4 1/2 @ 5
Prime City.....	4 1/2 @ 4 1/2
Choice Country.....	4 1/2 @ 4 1/2
Packers' prime.....	a 4 1/2
Packers' No. 1.....	a 4 1/2
Packers' No. 2.....	3 1/2 @ 3 1/2
Renderers, No. 1.....	4 1/2 @ 4 1/2

GREASES.

White Choice.....	@ 4 1/2
" "A".....	@ 4 1/2
" "B".....	@ 4
Bone.....	3 1/2 @ 3 1/2
House.....	3 1/2 @ 3 1/2
Yellow.....	3 1/2 @ 3 1/2
Brown.....	3 1/2 @ 3 1/2
Glue Stock.....	3 1/2 @ 3 1/2
Neatsfoot stock.....	3 1/2 @ 3 1/2

COTTONSEED OILS.

P. S. Y. loose.....	24 1/2 @ 25
P. S. Y. soap grade.....	24 @ 24 1/2
Soap stock, bbls. concn. 65-68% F. A.....	@ 2 1/2
Soap stock, bbls., reg. 50% F. A.....	@ 1

COOPERAGE.

Tierces.....	1.25 @ 1.27 1/2
Ba rels, tank.....	1.00 @ 1.07 1/2
Ash.....	96 @ 7 1/2

CURING MATERIALS.

Refined saltpetre.....	4 1/2 @ 5 1/2
Boric acid, crystal to powdered.....	10 @ 11
Borax.....	7 1/2 @ 8
Sugar.....	
Pure, open kettle.....	@ 3 1/2
White, clarified.....	@ 4 1/2
Plantation, granulated.....	@ 5
Yellow, clarified.....	4 1/2
Salt.....	
Ash-ton in bags, 224 lb.....	\$2.00
Eng. packing in bags 224 lb.....	1.45
Michigan medium, car lots per ton.....	3.35
Michigan granulated car lots per ton.....	3.00
Curing salt, bbls., 220 lb., 2X and 3X.....	1.00

NEW YORK CITY

LIVE CATTLE.

Good to choice native steers.....	\$5.35@5.20
Medium to fair native steers.....	4.35@ 5.25
Poor to ordinary native steers.....	3.50@ 4.25
Oxen and stags.....	2.25@ 4.25
Bulls and dry cows.....	1.10@ 3.75
Good to choice native steers one year ago..	4.75@ 5.25

LIVE CALVES.

Live veal calves, prime, per 100 lbs.....	\$8.00@8.25
Live veal calves, fair to good, per 100 lbs..	6.25@ 7.75
Live veal calves, com. to med., 100 lbs.....	4.00@ 6.00
Live calves, western, per 100 lbs.....	2.50@ 3.50
Live calves, buttermilks and grassers.....	2.00@ 2.50

LIVE SHEEP AND LAMBS.

Live lambs, prime, per 100 lbs.....	\$5.75@6.00
Live lambs, common to good.....	5.00@ 5.50
Live sheep, prime, per 100 lbs.....	4.25@ 4.50
Live sheep, common to good, 100 lbs.....	3.00@ 4.00

LIVE HOGS.

Hogs heavy weights (per 100 lbs.).....	35.00
Hogs, medium.....	35.70
Hogs, light to medium.....	35.80
Pigs.....	5.90@5.15
Roughs.....	4.60@4.90

DRESSED BEEF.

CITY DRESSED.

Choice native, heavy.....	9 1/4 @ 9 1/4
Choice native, light.....	9 @ 9 1/4
Common to fair, native.....	7 @ 8

WESTERN DRESSED BEEF.

Choice native, heavy.....	9 @ 9 1/4
Choice native, light.....	8 @ 9
Native, com. to fair.....	7 1/4 @ 8
Choice Western, heavy.....	7 @ 7 1/4
Choice Western, light.....	6 @ 7
Common to fair, Texan.....	5 @ 6 1/4
Good to choice heifers.....	6 @ 7
Common to fair heifers.....	5 @ 6
Choice cows.....	6 @ 6 1/4
Common to fair cows.....	4 1/4 @ 5 1/4
Good to choice oxen and stags.....	6 @ 7
Common to fair oxen and stags.....	5 1/4 @ 6
Fleshy Botswana bulls.....	4 @ 4 1/4
Lean pork loins, Western.....	@ 11

DRESSED CALVES.

Veals, city dressed, prime, per lb.....	13 @13 1/2
Veals, good to choice, per lb.....	12 @12 1/2
Calves, country dressed, prime, per lb.....	@ 11
Calves, country dressed, fair to good.....	8 @ 9
Calves, country dressed, common.....	6 @ 8

DRESSED HOGS.

Hogs.....	@ 7 1/4
Hogs, heavy.....	@ 7
Hogs, 180 lb.....	@ 7 1/4
Hogs, 160 lb.....	7 1/4 @ 7 1/4
Hogs, 140 lb.....	7 1/4 @ 7 1/4

DRESSED SHEEP AND LAMBS.

Spring Lambs, choice....., per lb.....	@ 10
Spring Lambs, good.....	9 @ 10
Spring Lambs, culls.....	7 @ 8
Sheep, choice.....	@ 7
Sheep, medium to good.....	6 @ 6 1/4
Sheep, culls.....	@ 5

PROVISIONS.

(Jobbing Trade)

Smoked hams, 10 lb average.....	@ 11 1/4
Smoked hams, 12 to 14 lb average.....	@ 11
Smoked hams, heavy.....	@ 10 1/4
California hams, smoked, light.....	7 1/4 @ 8
California hams, smoked, heavy.....	7 1/4 @ 8
Smoked shoulders.....	8 @ 8 1/4
Smoked bacon, boneless.....	12 @ 13
Smoked bacon (rib in).....	12 @ 13
Dried beef sets.....	@ 13 1/2
Smoked beef tongues, per lb.....	@ 18
Pickled beets, heavy.....	@ 10

BONES, HOOPS AND HORNS.

Round shin bones, av. 50-60 lb cut, per 100 bones, per 2,000 lb.....	\$50.00 @ \$60.00
Flat shin bones, av. 40-45 lb cut, per 100 bones, per 2,000 lb.....	\$42.00 @ 45.00
Thigh bones, av. 30-35 lb cut, per 100 bones, per 2,000 lb.....	75.00
Horns, per ton.....	15.00@25.00
Horns, 7 1/2 wt. and over, steers, first quality per ton.....	@ 3.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	70c to 80c a piece
Fresh Cow Tongues.....	30c to 45c a piece
Calves' head, scalded.....	30c to 40c a piece
Sweet breads, veal.....	25c to 75c a pair
Sweet breads, beef.....	18c to 25c a lb
Calves' liver.....	35c to 50c a piece
Beef kidneys.....	7c to 12c a piece
Mutton kidneys.....	1 1/4c to 3c a piece
Livers, beef.....	4c to 5c a lb
Oxtails.....	5c to 7c a piece
Hearts, beef.....	8c to 12c a piece
Rolls, beef.....	10c to 12c a lb
Tenderloin, beef, Western.....	10c to 25c a lb
Lamb's' fries.....	6c to 10c a pair
Fresh pork loins, city.....	11@11 1/4
Fresh pork loins, Western.....	10@11

BUTCHERS' FAT.

Ordinary shop fat.....	2 1/4 @ 3
Suet, fresh and heavy.....	4 @ 5
Shop bones, per cwt.....	@ 25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	80
Sheep, imp., wide, per kg, 50 bundles.....	\$40.00
Sheep, imp., medium, per bundle.....	60
Sheep, imp., per bundle, narrow.....	44
Sheep, imp., Russian Rings.....	
Hog, American, in tcs. or bbls., per lb, F.O.B.....	42
Hog, American, kegs, per lb, F.O.B.....	42
Beef, rounds, per set, f. o. b. Chicago.....	12
Beef, rounds, per set f. o. b. N. Y.....	13
Beef, rounds, per lb.....	3
Beef, buns, piece, f. o. b. N. Y.....	6 1/4
Beef, buns, per lb.....	5
Beef, middles, per set, f. o. b. Chicago.....	36
Beef, middles, per set, f. o. b. N. Y.....	37
Beef, middles, per lb.....	@ 6 1/4
Beef wassands, per 1,000, No. 1's.....	@ 5 1/4
Beef wassands, per 1,000, No. 2's.....	2 1/4 @ 3

SPICES.

	Whole.	Ground
Pepper, Sing., white.....	19	20
Pepper, Sing., black.....	14	15
Pepper, Penang, white.....	18	19
Pepper, red, Zanzibar.....	15	18 1/4
Pepper, shot.....	14 1/4	
Allspice.....	6 1/4	8
Coriander.....	9	10
Cloves.....	17	20
Mace.....	50	55

SALTPETRE.

Crude.....	3 1/4 @ 3 1/2
Refined—Granulated.....	4 1/4 @ 4 1/2
Crystals.....	4 1/4 @ 5 1/4
Powdered.....	4 1/4 @ 5

GREEN CALFSKINS.

No. 1 skins.....	\$.16
No. 2 skins.....	.14
No. 1 B. M. skins.....	.14
No. 2 B. M. skins.....	.12
No. 1, 12 1/2-14.....	1.75
No. 2, 12 1/2-14.....	1.50
No. 1 B. M., 12 1/2-14.....	1.25
No. 2 B. M., 12 1/2-14.....	1.30
No. 1 kips, 14-18.....	2.00
No. 2 kips, 14-18.....	1.80
No. 1 B. M. kips.....	1.80
No. 2 B. M. kips.....	1.60
No. 1 heavy kips, 18 and over.....	2.25
No. 2 heavy kips, 18 and over.....	2.00
Branded skins.....	.09
Branded kips.....	1.15
Heavy Branded kips.....	1.35
Ticky skins.....	.10
Ticky kips.....	1.40
Heavy Ticky kips.....	1.65
No. 3 skins.....	.09

DRESSED POULTRY.

FRESH KILLED—ICEB.

Spring Turkeys — dry-picked, fancy, 7 to 10 lbs. each.....	19 @ 20
Dry-picked, average best run.....	16 @ 18
Turkeys—Old.....	16 @ 18
Spring Chickens Phila., 8@9 lbs to pair, per lb.....	19 @ 20
Phil., mixed sizes, per lb.....	14 @ 16
Pa., 10@ lbs. to pair, fancy, per lb.....	14 @ 15
Pa., mixed sizes.....	12 @ 13
Pa., 5 lbs. and under to pair, per lb.....	10 1/4 @ 11 1/4
Western, dry-picked, broiler, fancy.....	14 @ 15
Western, dry-picked, large roasters.....	11 1/4 @ 12
Western, dry-picked average best, per lb. 10.....	@ 10 1/4

Ohio and Michigan, scalded, fancy.....	11 @ 11 1/4
Ohio and Mich., scalded, average run.....	10 @ 10 1/4
Other Western, scalded, 8 lbs and over to pair, fancy, per lb.....	11 @ 11 1/4
Other Western, av. best.....	10 @ 10 1/4
Western, scalded, inferior, per lb.....	8 @ 9
Southern and southwestern, dry-picked.....	10 @ 10 1/4
Southern and southwestern, scalded.....	10 @ 10
Fowls—Western, dry-picked, average best.....	11 @ 11
Ohio & Mich., scalded, per lb.....	10 1/4 @ 11
Other Western, scalded, average best.....	10 @ 10 1/4
Southern & Southwestern, dry-picked, average best.....	10 @ 10
Southern & Southwestern, scalded, average best.....	10 @ 10 1/4
Western & Southern fowls and chickens, poor to fair.....	8 @ 9
Old cocks, per lb.....	8 @ 8 1/4
Spring Ducks—Long Island.....	18 @ 19
Eastern.....	15 @ 15
Jersey, Pa. & Virginia, fancy.....	18 @ 19
Jersey, Pa. & Virginia, fair to good.....	15 @ 17
Western.....	10 @ 14
Spring Geese—Eastern, white.....	16 @ 17
Eastern, dark.....	14 @ 15
Squabs—Prime, large, white, per dozen.....	@ 2.75
Mixed, per dozen.....	2.25 @ 2.37
Dark, per dozen.....	1.75 @ 2.00

LIVE POULTRY.

Spring chickens, nearby & Western, per lb.....	@ 11
Fowls—per lb.....	@ 12
Roasters—Old per lb.....	@ 8
Turkeys, per lb.....	14 @ 15
Ducks, Western, average, per pair.....	70 @ 80
Southern, average, per pair.....	50 @ 60
Geese, Western, average, per pair.....	1.25 @ 1.50
Southern, average, per pair.....	1.12 @ 1.25
Live Pigeons, per pair.....	@ 20

GAME.

Quail, per doz.....	3.50 @ 4.00
English snipe, per doz.....	2.00 @ 2.50
Plover, Golden, per doz.....	2.25 @ 2.75
Plover, Grass, per doz.....	1.50 @ 2.50
Woodcock, per pair.....	1.00 @ 1.50
Partridges, per pair.....	1.50 @ 2.00
Grouse, per pair.....	2.50 @ 2.75
Wild ducks, Canvas, per pair.....	1.00 @ 2.50
Wild ducks, Red-head, per pair.....	1.00 @ 1.50
Wild ducks, Mallard, per pair.....	75 @ 1.25
Wild ducks, Ruddy, per pair.....	65 @ .75
Wild ducks, Teal, blue-wing, per pair.....	40 @ .60
Wild ducks, Teal, green-wing, per pair.....	30 @ .50
Wild ducks, common, per pair.....	25 @ .40
Venison, saddles, fresh, per lb.....	22 @ .25
Venison, whole deer frozen, per lb.....	18 @ .20
Rabbits, Cotton-tail, per pair.....	30 @ .35

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	\$22.00 @ 23.00
Bone meal, raw, per ton.....	25.00 @ 26.00
Nitrate of soda—future.....	2.80 @ 2.32 1/2
Nitrate of soda, spot.....	2.30 @ 2.32
Bone black, spot, per ton.....	13.50 @ 20
Dried blood, N. Y., 12-13 per cent ammonia.....	2.55 @ 2.60
Dried blood, West. high grade, fine ground, c. f., N. Y.....	2.90 @ 2.95
Tankage, 9 and 20 p. c., f. o. b. Chicago.....	21.00 @ 22.00
Tankage, 8 and 20 p. c., f. o. b. Chicago.....	18.50 @ 19.00
Tankage, 7 and 20 p. c., f. o. b. Chicago.....	15.00 @ 16.00
Tankage, 8 and 35 p. c., f. o. b. Chicago.....	16.00 @ 16.00
Garbage tankage, f. o. b. New York.....	8.00 @ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate.....	30.00 @ 31.00
Wet acidulated, 6 p. c. ammonia, per ton.....	14.00 @ 15.00
Azotine, per unit, del. New York.....	2.60 @ 2.65
Sulphate ammonia gas, for shipment, per 100 lbs.....	3.00 @ 3.05
Sulphate ammonia gas, per 100 lbs. spot.....	2.97 1/2 @ 3.00
Sulphate ammonia bone, per 100 lbs.....	4.00 @ 3.05
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.75
So. Carolina phosphate rock, undried f. o. b. Ashley River, per 2,400 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

POULTRY, ACCORDING TO QUANTITY.

Exhibit shipment, per 2,240 lbs.....	\$2.95 @ 3.20
Kent, N. Y., 100 lbs. to bulk.....	9.40 @ 10.00
Albion, future shipment.....	7.00 @ 7.25
Maria e potash, 40 p. c., ex-store.....	1.00 @ 1.25
Maria e potash, 40 p. c., future shipment.....	1.00 @ 1.25
Double manure salt (46@49 p. c., less than 2 1/2 p. c. chloride, to arrive, per lb.....	1.00 @ 1.12
Sulphate potash, to arrive (basis 40 p. c. c. h.).....	2.25 @ 2.50
Sylvian, 24 to 30 p. c., per unit, S. F.....	@ 2.00



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THE GREATEST MONEY-SAVER IN THE WORLD
IT EARNS 100% PER ANNUM

A "NATIONAL" gives a printed record of each transaction and tells which clerk made it.

You can leave your store at any time, return at any time, and tell at a glance:

What cash sales were made.

What money was paid out.

What payments on account were received.

What charge sales were made.

Whether any money was changed.

WHICH CLERK took part in each of these transactions.

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Name _____

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No. of Clerks _____

LIVE STOCK REVIEWS

CHICAGO

(Special to The National Provisioner from the Bowles Live Stock Commission Company.)

Chicago, Nov. 9, 1904.

CATTLE.—The supply of cattle to-day was estimated at 23,000, making about 45,000 for the first three days of the week against 62,530 the same time last week. Top grades of cattle sold about steady to-day, with two bunches reaching 7c. per lb. Twenty-eight head of Angus, weighing 1,441 lbs., and 17 weighing 1,606 lbs., and quite a few good thick fat cattle from 1,228 to 1,500 lbs., selling from \$6@6.75, including 22 yearlings weighing 980 lbs. at \$6.25, and 26 yearlings weighing 935 lbs. at \$6.25. However, the general market was 10@15c. lower below these grades, and late sales even a shade worse, with export grades going principally from \$5.25@5.85, and short fed cattle on grass weighing 1,250 and 1,325 lbs. principally from \$4.25@5.25. The supply of Western is also moderate, and although a few bunches of selected Westerns sold at \$4.40@4.60, and one straight load of 1,279 lbs. Montana reached \$3.20, the market on Western cattle was generally strong.

HOGS.—Receipts of hogs for the first three days this week show a decrease of about 8,000 compared with last week's receipts for the same period. We note the quality has shown quite a little improvement. The runs, however, are moderate for the time of year, and while prices are holding up fairly well we look for a liberal increase in receipts within the next 30 and 60 days, and a lower range of prices is liable to prevail. Prime shipping hogs weighing from 250 to 300 lbs. are in best demand, and selling at a premium here over all other grades, while the coarse heavy hogs are being neglected and selling at a heavy discount compared with best hogs. Selected

packing and shipping sold here to-day from \$5.10@5.20, and the bulk of good mixed and packing hogs are going from \$4.95@5.10.

SHEEP.—The supply of sheep this week shows a decrease of about 16,000, and the market has been quite active, 15@25c. higher than the close last week, with top native lambs to-day weighing 86 lbs., reaching \$6.10; top Western sheep, \$4.25; top Western yearlings, \$4.75; top Western lambs, \$5.80.

KANSAS CITY

(Special to The National Provisioner.)

Kansas City, Nov. 11.

CATTLE.—Receipts this week, 37,300; last week, 63,600; same week last year, 66,200. The light receipts have benefited prices 15 to 30c. on everything except beef steers. The good prices of last week brought out the largest supply of fed steers received here in several weeks, but it contained nothing fancy or strictly choice. Prices dropped 10c. to 25c. because of the heavy supply and the ordinary quality. Top price for the week was \$6.25, but most of the steers were short fed, and sold at \$4.25 to \$5. Good grass steers have held steady at \$3.50 to \$4.75. Veals at 25c. higher, best ones \$6. Few quarantines have arrived. The country demand for stockers and feeders is good, and the yards will be cleared at the close of the week.

HOGS.—Receipts this week, 40,400; last week, 56,500; same week last year, 41,900. Hog prices have gained 10c. to 25c. since a week ago, mostly on the light weight quality. Yesterday was the best for several weeks, but the average weight for the first week in November was the lowest for any week in more than two years. The market is 5c. to 10c. lower to-day, with a top of \$5.15; bulk, \$4.80 to \$5.10; heavy hogs, \$5.05 up; weights under 200, \$5 down.

SHEEP.—Receipts this week, 16,900; last week, 26,000; same week last year, 43,400. Muttons and fat lambs are 10c. to 20c. higher this week; bulk of lambs sell at \$5 to \$5.60, but very few desirable ones are included. Wethers and yearlings range from \$4.25 to \$4.75, and ewes around \$4. The markets are extremely active and soon over. The country demand is good.

HIDES are strong; green salted, 9½c.; green horse hides, \$3.25; medium, \$3; dry flint butcher, over 16 lbs., 16c.; fallen, 14½c.; under 16 lbs., 13c. Glue, 8c.; sheep pelts, 12½c.

Packers' purchases this week:

	Cattle.	Hogs.	Sheep.
Armour	8,093	12,956	4,502
Cudahy	5,025	11,193	1,735
Fowler	1,468	.....	753
Ruddy	835	.....	292
Schwarzschild	4,215	4,975	1,107
Swift	5,765	9,383	2,157

OMAHA

(Special to The National Provisioner.)

South Omaha, Nov. 8, 1904.

Cattle receipts continue disappointingly small, and it begins to look as if supplies would show more and more of a decrease as the season advances. Fed cattle are unusually scarce for this time of the year and the quality of the Western rangers does not improve any. Dressed beef men are having some difficulty in getting all the cattle they want and the undertone to the beef market at this point is very strong. Common half fat and short fed stuff is apparently not wanted, but anything at all desirable is picked up quickly at strong figures. Good to choice fed beefs are quoted at \$5.75@6.25; while the fair to good, 1,100 to 1,400-pound beefs are selling at \$5.00@5.75, and the common to fair warmed up and short-fed kinds at \$4.00@4.75. Good

to choice grass heaves are quoted at \$3.85@4.50, with fair to good grades at \$3.40@3.80, and the common to fair kinds and odds and ends around \$2.85@3.25, and from that down. The market for cows and heifers has been only moderately supplied of late, and there has been a general firming up of values all along the line. Most of the fair to good grass stock is selling around \$2.40@2.85. In stockers and feeders the demand has rather exceeded the supply of late, and the tone to the trade has been healthy and firm in consequence. As a general thing prices are about a dime higher than they were ten days ago, but both supply and demand are smaller than at this time last year. During the past week only 9,820 head were sent to the country, as against 12,074 the first week of November last year. Good to choice feeding steers are selling at \$3.40@3.90, with fair to good grades at \$3.00@3.40, and the common to fair kinds at \$2.25@2.85.

On account of the big decrease in hog receipts there has been some improvement in the market, and prices are about a shilling better than a week ago. Conditions in general, however, show no particular change, and all classes of buyers are paying the advanced prices under protest.

As compared with Eastern markets, local prices are well in line, and for this reason shipments from eastern Iowa are on the increase. All accounts seem to agree that there are lots of pigs in the country, but matured grades are evidently not very plentiful just at present. To-day tops brought \$5., and most of the trading was at \$4.95@4.97½, as against \$4.82½@4.85 a week ago.

Activity and strength continue to characterize the sheep trade and prices are the highest of the season. The big fall run of grass sheep and lambs is undoubtedly over, and while local packers are good buyers at advanced prices, the demand for feeding stock has been such as to advance prices fully a quarter as compared with a week ago. Fat grades are selling up to \$5.75 for lambs, \$4.40 for yearlings, \$4.25 for wethers, and \$4.00 for ewes. Feeders are selling up to \$5.00 for lambs, \$4.10 for yearlings and wethers, and \$3.00 for ewes.

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO NOV. 7, 1904.

	Bees.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	2,573	—	1,178	27,287	13,067
Sixtieth street	1,939	60	4,302	14,203	—
Fortieth street	—	—	—	—	21,316
Lehigh Valley	5,761	—	—	—	—
Weehawken	816	—	—	1,368	—
Scattering	—	62	54	37	2,800
Totals	11,089	122	5,529	41,897	37,173
Totals last week	12,006	125	6,077	37,470	29,748

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Schwartzschild & Sulzberger, Ss.	—	—	—
Armenian	470	—	—
Schwartzschild & Sulzberger, Ss.	—	—	—
Minnehaha	340	—	2,000
Schwartzschild & Sulzberger, Ss.	—	—	—
Philadelphia	—	—	2,000
Schwartzschild & Sulzberger, Ss.	—	—	—
Baltic	—	—	1,100
J. Shambert & Son, Ss. Armenian	425	1,280	—
J. Shambert & Son, Ss. Minnehaha	340	—	—
Morris Beef Co., Ss. Armenian ..	—	—	2,800
Morris Beef Co., Ss. Baltic	—	—	3,000
Morris Beef Co., Ss. Philadelphia	—	—	1,000
Armour & Co., Ss. Armenian ..	—	—	1,400
Armour & Co., Ss. Philadelphia ..	—	—	2,200
Swift Beef Co., Ss. Baltic	—	—	1,100
Cudahy Packing Co., Ss. Campana	—	—	1,800
Miscellaneous, Ss. Trinidad	71	90	—
Total exports	1,646	1,388	18,400
Total exports last week	2,974	1,430	19,000
Boston exports this week	885	1,000	4,700
Baltimore exports this week	1,164	1,150	—
Philadelphia exports this week ..	1,306	—	1,500
Portland exports this week	328	1,138	—
Newport News exports this week ..	390	—	—
Montreal exports this week	2,670	2,164	—
To London	2,207	1,789	2,000
To Liverpool	3,504	4,577	17,400
To Glasgow	1,314	104	—
To Manchester	927	261	—
To Durham	75	—	—
To Southampton	—	—	5,200
To Bermuda and West Indies	71	90	—
Totals to all ports	8,398	6,840	24,600
Totals to all ports last week	12,681	7,190	28,090

GENERAL MARKETS

LARD IN NEW YORK.

Western steam, \$7.50; city steam, \$7.12½, nominal; refined, Continent, tcs., \$7.75; do., South America, tcs., \$8.25; do., kegs, \$9.25; compound, \$5.75@6.

HOG MARKETS, NOV. 11.

CHICAGO.—Receipts, 22,000; slow; 5@10c. lower; \$4.60@5.15.

KANSAS CITY.—Receipts, 9,000; 5@10c. lower; \$5.15@5.20.

OMAHA.—Receipts, 1,000; slow; \$4.85@4.95.

INDIANAPOLIS.—Receipts, 8,000; lower; \$4.75@5.15.

ST. LOUIS.—Lower; \$4@5.10.

CLEVELAND.—Receipts, 70 cars; active; \$5.15@5.20.

EAST BUFFALO.—10c. higher; \$5@5.40.

LIVERPOOL.

Liverpool, Nov. 11.—(By cable)—Beef extra India mess, 68s. 3d.; pork, prime mess, Western, 77s. 6d.; shoulders, 35s.; hams, s. c., 42s. 6d.; bacon, c. c., 45s.; long clear, light, 46s.; do., heavy, 44s. 6d.; short ribs, 45s.; backs, 40s. 6d.; bellies, 46s.; turpentine, 39s.; rosin, common, 7s. 3d.; lard, prime Western, tcs., 37s. 3d.; do., 28-lb. pails, 37s. 6d.; cheese, white, 45s. 6d. Cheese, colored, 46s. 6d.; American steam lard (Hamburg 50 kilos.), 36¼ marks; tallow, 21s. 6d.; tallow, Australian (London), 26s.; cottonseed oil (Hull), 16s. 6d.; linseed oil (London), 15s. 7½d.; Calcutta linseed, spot, 32s. 3d.; petroleum, refined (London), 5½d.

OLEO AND NEUTRAL LARD.

The oleo market is extremely quiet and is tending downward, with the prospect that large business will not be done with the churners in Europe until oil is cheaper than it is at present. The butter markets in Europe are steady but show no advance. The neutral lard market is quiet and this article lower in sympathy with the reduced price for steam lard. Cottonseed oil has firmed up a little this week, but Europe is not a heavy buyer at present prices.

FRIDAY'S CLOSINGS.

Provisions.

Hogs were 5@10c. lower for the day. The products were early in the day weak, with pork 5@7c. lower, lard 5 points lower and a small decline for ribs, with quiet speculation. There was small fluctuations thereafter.

Cottonseed Oil.

Crude in tanks at the South is for the day held at 20½c. in the Southeast, with 20c. bid, and in one or two instances 20¼c. bid, for prompt deliveries, with 21c. quoted for December. In Mississippi, Arkansas and the Valley sales are reported at 20½c. for prompt delivery, and small sales at that. New York market to-day was firm; sale, 100 bbls. prime yellow; May, at 29¾c.; prices: November, 27½c. bid, 28c. asked; December, 27½c. bid, 28c. asked; January, 28c. bid, 28½c. asked; March, 29c. bid, 29½c. asked; May, 29½c. bid, 30c. asked. Also sales of 1,000 bbls. prime yellow in New York, November, at 27½c., and 300 bbls. prime yellow in New York, January, at 28½c.

Tallow.

Market not changed for the day; 4¼c. bid for city, hhds., and 4½c. asked. Weekly contract deliveries of city, hhds., made at 4¼c.

Oleo Stearine.

Quiet; quoted at 7c. in New York and Chicago.

THE GLUE MARKET.

(Special Letter to The National Provisioner.)

The general market on all classes of glues and gelatines continues strong, both as regards demands and values. This time of the year many large contracts on glues are now expiring and manufacturers of this product are asking and receiving higher prices on renewals. General conditions prevailing are favorable to higher prices. Present market quotations are as follows:

Gelatine glue, extra, 22@30c.; No. 11, 18@22c.; regular, 16@18c. White, first, 12½@15c.; second, 11@12½c.; third, 9@11c. Cabinet, high test, 14½@16½c.; medium, 11½@14½c.; ordinary, 9½@11½c. Sizing medium, 6¼@7¼c.; brown, 7¼@8¼c.; dark, 8¼@9¼c.

WESTERN FERTILIZER MARKET.

(Special Letter to The National Provisioner.)

Chicago, Nov. 10.—The ammoniate market is quiet, with offerings very light. It seems natural for a lull in the business after such active operations during September and October. The market on other classes of ammoniates is exceedingly strong, and there seems little likelihood of any lower prices on Western ammoniates during the present season.

Bones, hoofs and horns are unchanged.

CATTLE SLAUGHTERED.

Special reports to The National Provisioner show the number of cattle slaughtered at the following centers for the week ending November 5:

Chicago	54,857
Omaha	15,525
Kansas City	33,897
St. Joseph	17,750
Cudahy	463
Sioux City	1,642
South St. Paul	4,717
Louisville	1,115
New York and Jersey City	9,565
Detroit	2,105
Buffalo	8,575

HOGS SLAUGHTERED.

Special reports to The National Provisioner show the number of hogs slaughtered at the following centers for the week ending November 5:

Chicago	103,826
Omaha	30,703
Kansas City	68,892
St. Joseph	31,124
Cudahy	10,907
Sioux City	9,433
Ottumwa	14,508
Cleveland	11,750
Cedar Rapids	7,657
Bloomington	1,125
South St. Paul	21,951
Indianapolis	20,007
Louisville	7,642
New York and Jersey City	37,173
Detroit	7,861
Buffalo	52,190

SHEEP SLAUGHTERED.

Special reports to The National Provisioner show the number of sheep slaughtered at the following centers for the week ending November 5:

Chicago	85,178
Omaha	21,713
Kansas City	16,702
St. Joseph	17,216
Cudahy	326
Sioux City	10
South St. Paul	6,300
New York and Jersey City	40,509
Detroit	2,761
Buffalo	51,000

RETAIL SECTION

TALKS TO RETAILERS.

The avoidance of waste is a primary essential in a butcher shop. The rule cannot very well be lived up to unless care in cutting up gets close attention. Every butcher or butcher's clerk who is allowed to manipulate a knife or a saw should understand the anatomy of the material he is cutting up. There is a good deal of money lost through waste in a year which could easily be saved by the exercise of a little judgment and the proper teaching of assistants.

There is nothing more disgusting to the eyes of a customer than to notice that the hands of the salesman making up an order are unnecessarily soiled. Of course, the constant handling of meats, fat, etc., will make one's hands dirty, but the occasional use of water will keep them clean, and the feelings of the observing customer will not be offended. Dirty hands in any business are not pleasant to look upon, but when used in preparing food products for the table they disgust the customer, and are a very poor advertisement. Some of these days we may expect to see every well-equipped market fitted up with a marble washstand.

Butchers can derive many benefits from being identified with their local association, and in the not far distant future we may reasonably hope to see the trade organizations take up many questions of utility which so far have received little or no attention. An employment bureau attached to a retailers' association can be not alone made profitable, but if intelligently handled can do much in furnishing reliable and competent help. A fee can be collected from both employer and employe, and no persons should be recommended for positions until a full investigation into reference as to honesty, experience, capacity, etc., is made. Here is a chance for reform.

The outside of a market is very often accepted as an index to its interior. Hence we argue for fresh paint, an attractive sign, a well-swept sidewalk, clean, well-dressed windows and nothing in sight freckled with fly-marks. Attention to these details attracts notice. It is the small things that catch the eye. Every man and woman is observant to a greater or less degree, and all appreciate the fact that if cleanliness is essential in the kitchen where food is cooked, it is doubly so in the market where it is prepared.

Laundry work, as a rule, is not very expensive, yet it is surprising how few butchers value the idea of making their salesmen look clean and tidy. A blood-besmeared gown is often worn for days and days, and is seldom presentable, even after the first day. Bartenders change their jacket every day in a business where it is hardly necessary to do so. Butchers could certainly do so every other day in a business where cleanliness is absolutely necessary and customers are far more observing.

CHAMPION BEEF DRESSING.

A squad of killers at an Aberdeen (Scotland) slaughter house have established what is believed to be a record with regard to the dressing and hanging of a carcass. The time occupied by the three men was six minutes, and it is claimed on their behalf that nobody in Scotland has succeeded in dressing an animal fit for a butcher's shop in the time. It is

believed that the time taken is even better than the American record, according to the London Meat Trades Journal. This squad of three of the most expert men will dress on an average four animals in an hour, while three animals is in the majority of cases considered a fair average, the time taken for a single animal usually ranging from 15 to 20 minutes, according to circumstances. Hitherto it is believed the fastest time was between 9 and 10 minutes, so that the work must be considered very creditable. The three men are confident that they will even be able to beat their own time, as they had no inducement to push them forward. Several of their backers are prepared to back them against any three men, the contest to be judged by independent judges, and workmanship to be taken into account, as it is contended that it is comparatively easy work to dress an animal, but to make it fit for a butcher's shop is quite a different matter.

In view of the above statements it is interesting to recall other records which have been established. Paul Tetzel, who claimed the title of "Champion Meat Dresser of the World," took 10 minutes 8 seconds to dress an animal, while with two assistants in the American style, which is different from the one in vogue in England, the time taken was between three and four minutes. In America time is allowed for hanging the animal. In November, 1901, a competition took place in London between Tetzel, the American champion, and E. Smith, a Londoner. The rules of the contest were two animals to be dressed, both men being allowed two assistants. Smith won in the time of 14 minutes 13.5 seconds, while Tetzel took 17 minutes. If the time taken at Aberdeen is correct—and there is no reason to doubt it—the three men have created a better record than the champions. It should also be pointed out that the hide was not damaged in any way, and was passed as "first-class."

USES FOR DECAYED EGGS.

Even a rotten egg has its uses, and the one in which it is best known as an agent through which the disapproval of the public may be conveyed to the individual is not its most valuable function, says *Drovers' Journal*. Whether the evidently well-calloused exterior of the actor who has received frequent dressings over the footlights with its materials led to the discovery that the overripe egg was of great value in the preparation of leather is not told, but it is a fact that millions of stale eggs are used every year in preparing leather dressing for gloves and bookbinding—an industry that is largely carried on in the foreign tenement houses of New York and other large cities.

They are also used in manufacturing disinfectants and in the preparation of shoe blacking, and the shells are made into fertilizers. The eggs that have not yet lost more common ones for culinary purposes. It is estimated that fully 55,000,000 dozen are used by wine clarifiers, dye manufacturers and in the preparation of photographers' dry plates.

A poultry farm, whether raising ducks, geese, chickens or turkeys, accumulates a large and malodorous surplus of eggs that refuse to develop into fowl. The average person would suppose that if there is anything on earth that is utterly worthless it is a rotten egg, but as noted above there is some use for the most foul-smelling and offensive things on earth, including even the "bad egg" that walks about on two legs.

WHAT THE BOSSES WANT.

It is a good thing to know what the boss wants, occasionally. Sometimes he forgets to tell his employees what he desires from them. Occasionally he is unable to find words in which to fitly express himself. Not infrequently he supposes that the men and women working for him know without instruction what is expected of them and to judge of them by the results.

The weighing contest arranged by the Chicago Grocers' and Butchers' Association for its first meeting in November casts a broad light upon the attitude of employing food retailers, says the *Inland Grocer*. Parenthetically, it may be said that the programme and details of the contest were arranged by some of the most experienced and successful of metropolitan retailers. Their view of what constitutes excellence in the department of weighing and wrapping is a pretty good mirror of the best view.

Note that the first prize is to be awarded to the man putting up the most correct weight in weighing and wrapping ten packages. They give no contestant credit for favoring either customer or proprietor, but award the prize to the man who gives the even balanced, exact weight. Second prize will go to the one doing up the neatest packages, and third to the one finishing the job first. Speed comes last, although it draws a prize in competition with the laggard. Neatness, one of the ornaments of the food trade, is second only to exact justice between proprietor and customer.

We have not seen a more striking mirror of the attitude of the retail grocers and meat dealers toward their clerks than this furnishes. Exactness, neatness and alertness are certainly leading principles in the trade, and they extend beyond the wrapping counter. The book-keeper, meat cutter, delivery boy, order man, receiving clerk, cashier and all the rest can develop no surer traits if they desire the good will of the house and assurance of a successful business career.

**WE will draw you
plan and sub-
mit estimate for**

**OVERHEAD
TRACKING,
With All Appliances**

R. T. RANDALL & CO.
331-333 North Second Street
PHILADELPHIA.

Refer to our ad. on page 11.

LOCAL AND PERSONAL.

G. E. Blake has opened a shop at Haven, Kas.

Dume Wesner, of Caney, Kas., will open a market.

B. F. Buckman has opened a market in Chandler, Okla.

Abbeal & Looney have opened a market in Condon, Ore.

Larson & Erser have opened a market at Mt. Vernon, Wash.

E. B. Curtis & Co. have opened a market in South Paris, Me.

P. Kolling has sold his shop to Kitley & Pate, of Williams, Ia.

J. H. Williams has engaged in the business at Leesburg, Kas.

R. Burwell has engaged in the meat business at Tacoma, Wash.

S. H. Fisher has opened a handsome new market at Reading, Pa.

J. C. Moyer, of Burlington, Ia., has sold his shop to H. M. Gettings.

J. S. Settles has sold his shop at Carlton, Mo., to Auston & Ecton.

J. H. Cook has sold his shop to Wm. Elliott, of Princeville, Ore.

Dan Kitlin has sold his shop at Turon, Kas., to B. J. Copenhaver.

J. L. Leech has purchased the shop of G. M. McKee at Humboldt, Neb.

Emmott Bros. have purchased the shop of C. Tilbury, at Hillsboro, Ore.

T. R. Davis has sold his business at Darlington, Mo., to Jos. Troutman.

Herbert Brady has bought Smith Robinson's market at Titusville, Pa.

M. S. Heller has bought E. F. Hopton's market at Binghamton, N. Y.

Sam Conner has sold his market at Pauls Valley, I. T., to Wofford Bros.

J. W. Day, of Havensville, Kas., has sold his market to L. P. Alexander.

Daly Bros., of Scio, Ore., have sold their market to Foren & Esherman.

Hibler & Johnson have purchased the shop of J. M. Travis at Harper, Kas.

Shelly Bros. have purchased the shop of Salmans Bros., at Kingman, Kas.

Lowden & Briggs have engaged in the meat business in Spokane, Wash.

C. T. Doan has purchased the butcher shop of H. Graham at Odessa, Tex.

F. Shaver has sold his butcher shop to Redman & Kemper, of Clinton, Mo.

Robert Fairfax has sold his meat market at Watonga, Okla., to Solomon Bros.

W. E. Penrose has sold his market at Lynch, Neb., to Eveleth & McAllister.

C. J. Rosvall has purchased the meat business of M. H. McCann in Esbon, Kas.

Austin & Boyes have purchased the Newberg Meat Company at Newberg, Ore.

Louis Heil has purchased the shop of Shannon & Kelley at Puyallup, Wash.

Henry Stauge, of Meriden, Conn., has added a meat department to his store.

W. P. Brown has succeeded to the market of Bohnhack & Brown at Manilla, Ia.

F. E. Bean & Co. have purchased the market of C. E. Coker & Co., at Reasoner, Ia.

G. L. Rogers has succeeded to the business of Deller & Rogers at Pagosa Springs, Colo.

H. E. Patton has sold the West Side Meat Market at Helena, Okla., to Gisch & Garber.

J. J. Ryan has bought Nathan Jones' wholesale and retail market at Chester, Pa.

M. W. Good & Son have bought the Union Meat & Provision Market at Allentown, Pa.

H. G. Hartman has succeeded to the butcher shop of Brown & Hartman at Letts, Ia.

Wm. O'Connor has succeeded to the business of O'Connor & Duker at Mt. Pleasant, Ia.

Kisler & Sombek have succeeded to the business of Roshone & Sombek at DeWitt, Neb.

E. L. Stranahan, of Gaylord, Kas., has been succeeded in the business by Stranahan & McNary.

Harper Bros., of Crawfordsville, Ia., have been succeeded in the meat business by Harper & Yeager.

A. J. Matherly & Son, of Maryville, Mo.,

have succeeded to the meat and grocery business of Matherly Bros.

Frank Rehner, of McMinville, Ore., has purchased the interest of Anton Keil, in the meat firm of Matthies & Keil.

J. F. Wiedenmann & Bro. have purchased the meat and grocery business of W. W. Meriweather at Kansas City, Mo.

Timmins & Devlin, butchers, of Brighton, Mass., have filed a petition in voluntary bankruptcy. Liabilities, \$11,055. Assets, \$161.

HOW BUTCHERS LOSE MONEY.

Though butchers are progressive as a class, it is nevertheless a fact that practically all of them are losing hundreds of dollars every year for want of a very small bit of enterprise. They are letting this money go out of their shops even after it is inside and is legitimately theirs. Reference is made to the fact that butchers almost entirely overlook the sales and profits to be made in sliced meats, smoked fish and sausage, but particularly the former.

The trade in sliced ham, bacon and beef is enormous, and it is growing in keeping with the modern idea of quickly prepared meals. In large cities all of this business is going to delicatessen stores and in smaller places to grocers. Yet it is as much a part of a meat market as fresh meats, and to sell it

requires nothing but a slicing machine and a cash drawer. The profits on such meat is considerably larger than on fresh meats and it is not perishable. It is therefore idiotic for butchers to permit this trade to go to neighboring stores which are not entitled to it.

For lunches and Sunday night "snacks" sliced meats, smoked fish and sausages are coming into universal use. A customer will go directly from a meat market after purchasing fresh meat to a delicatessen store or a grocer's for these things, because the butcher does not keep them. It would be the most natural thing possible for them to buy all of their meats in one place if butchers would cater to this trade. They would prefer it not only for this reason, but because, if the butcher used an attractive slicing machine, it is not a very appetizing sight to see the delicatessen man or the grocer handle the entire slices with hands which are never above suspicion as to cleanliness. Another advantage of the slicing machine is that it cuts evenly, while hand cutting always gives a slice of uneven thickness and is, therefore, never as pleasing to a customer.

There has recently appeared upon the market a slicing machine which is not only practical and economical, but an ornament to any market. The illustration herewith will convey some idea of its general appearance. It is made by the American Slicing Machine Co., No. 9 East 14th street, New York. It is a money-maker for butchers, and the manufacturers will send detailed information regarding it upon request. They have testimonials as to the value of this machine from many of the prominent butchers of the East.

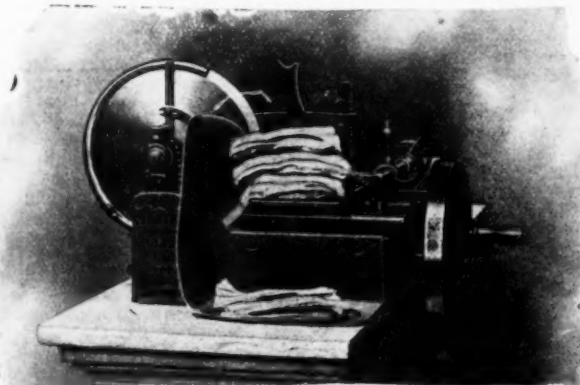
THE LAWS OF BUSINESS.

The man in business should remember he is thus engaged as a means to an end. That end is to live well and to provide comfort for his loved ones and himself. The business should be second to and subservient to the living, says *Retailers' Journal*. When business is allowed to be first, and the living and the providing a secondary consideration, then man becomes a slave, chained by irresistible bands to an unnatural and an inhuman master.

The pathways of life, as well as the pathways of business, are strewn with wrecks. Happy the man that sees his wreckage on the material rather than the heart path. Wrecks on the pathway of business may be cleared away and success builded anew, but the man who forgets the joys of life in the slavery of money can never again enjoy the roses and the sunsets of the natural life.

Work, then, with a dignity that enhances the glory of labor, keeping well in hand the greed for mere gold, gold that cannot buy you what you already have not! As you make more money, spend more, but when you can no longer spend with discretion what you make, loosen the chain another link and turn to life to take up the slack. Each must answer for himself the problem, "What is there in life for me?" And the answer is, "What you get out of it!"

This is not an invitation for the frivolous



THE NEW SLICING MACHINE.

to live "a short life and a merry one." It is the guide for earnest, honest, careful conduct of one's self.

RIGHT TO THE POINT.

A well dressed window suggests an orderly conducted business.

A reputation for keeping a cleanly store is a splendid advertisement.

Sawdusted floors should be constantly refreshed and raked over.

Short accounts make long friends, and an overlapping account is always unsatisfactory.

The up-to-date retailer is always in touch with market conditions.

Cutting blocks should be constantly scraped and secured.

The smell of sour or stale fat is offensive both to the sight and smell of customers.

No butcher who understands business carries his office in his hat.

INSPECTION CALLED FOR.

At a recent meeting of the Fall River (Mass.) Board of Health it was voted: "In view of repeated complaints of the poor quality of meat and fish supplied by some of the dealers of the city," that the board insist upon an appropriation being made to provide for the employment of an inspector to supervise the stores in which meat and fish are sold and other dealers in these provisions.

